Board of Trade Journal

Volume 196, No. 3765 Published by Her Majesty's Stationery Office 14 May 1969

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Board of Trade Journal

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Front cover photograph

THE HALF-MILE-LONG cargo tunnel at Heathrow Airport, London, linking the Central Terminal Area with the Cargo Terminal, taking shape on the south-west side, will make an increasing contribution to the flow of international airborne trade. By 1970 some £1,700 million of exports, re-exports and imports could be passing through the airport, which for the 12 months ending in March 1968 handled some £1,000 million worth, figures surpassed only by the London and Liverpool docks. Designed for traffic rates of 500 vehicles an hour in each direction (with goods carried in bond and under Customs control), the tunnel was officially opened on December 9 by Mr. William Rodgers, Minister of State, Board of Trade.

A feature of the construction was that for more than 2,000 ft. of its length it was driven by means of a hydraulically operated shield, with the high precision pre-cast concrete segments forming the primary lining stressed directly against the ground. With a finished internal diameter of 33 ft. 9 in., it is believed to be the largest tunnel in Europe shield-driven in soft ground and passed under runways 5 and 6 without interruption to air traffic.

Consulting engineers were Sir William Halcrow & Partners (in association with Hoare, Lea & Partners, for electrical and mechanical services).

Main contractor was Taylor Woodrow Construction Ltd. The whole project was under general direction of Department of Engineering, British Airports Authority.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow airport (Q)	11 April 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	20 Dec. 1968
Bankruptcy orders (Q)	31 Jan. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
By industry (Q)	4 April 1969
Distributive service trade (A)	7 Mar. 1969
Electronic capital equipment deliveries, research and development (Q)	7 Feb. 1969
Industry's investment intentions (3 times a year)	24 Jan. 1969
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	14 Mar. 1969
Income and finance (Q)	28 Feb. 1969
New companies registered:	
Gt. Britain (M)	25 April 1969
N. Ireland (M)	2 May 1969
Computers:	
UK computer market (Q)	2 May 1969
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment credit business (M)	4 April 1969
International trade credit (A)	16 Aug. 1968
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Electronic capital component deliveries, research and development (Q)	This week
Engineering and electrical goods:	
Deliveries of certain products (Q)	3 Jan. 1969
Production, exports and orders (M)	25 April 1969
ECGD business (Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	4 April 1969
Cinema admissions and takings (M)	11 April 1969
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	6 Dec. 1968
Registrations of films (A)	24 Jan. 1969
Trends in film going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	14 Feb. 1969
Household consumption (Q)	10 Jan. 1969
Footwear industry orders and deliveries (M)	18 April 1969
Foreign trade:	
Commonwealth trade (A)	2 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufacturers (A)	6 Sept. 1968
World trade and production (Q)	2 May 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	25 April 1969
Value of overseas trade; analysis of trends (Q)	This week
Gold and convertible currency reserves (M)	11 April 1969
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	4 April 1969
Industrial building provisional figures (Q)	31 Jan. 1969
Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	23 Aug. 1968
Industrial production:	
Index nos. (M)	25 April 1969
N. Ireland index (M)	2 May 1969
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (Q)	25 April 1969
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnover (M)	This week
Machine tools, deliveries and orders (M)	11 April 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	3 Jan. 1969
Deliveries (Q)	8 Nov. 1968
Production (M)	18 April 1969
Motor industry:	
Car and commercial vehicle production (M)	2 May 1969
Motor trades turnover (M)	This week
Office development permits (Q)	14 Feb. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	14 Mar. 1969
Retail prices index (M)	2 May 1969
Retail trades:	
Index nos. (M)	4 April 1969
N. Ireland index (M)	25 April 1969
Royalty transactions (A)	This week
Shipping:	
Movement at UK ports (M)	25 April 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Manufacturers', wholesalers' and distributors' (Q)	4 April 1969
Retail (M)	4 April 1969
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	25 April 1969
Cotton production (M)	25 April 1969
Wholesale houses sales (M)	This week
Wool exports (Q)	22 Nov. 1968
Wool output (M)	25 April 1969
Tourism:	
International tourism (A)	3 Jan. 1969
UK tourist traffic (M)	25 April 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	18 April 1969

Board of Trade Departments, etc. Subject	Last published
Board of Trade addresses	9 May 1969
Board of Trade regional organization	28 Mar. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	14 Mar. 1969
Customs notices of interest to exporters	21 Feb. 1969
Directory of Board of Trade departments and their work	28 Mar. 1969
ECGD local offices	28 Mar. 1969
Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotion	7 Mar. 1969

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Orders for reprints should be addressed to the Director of Publications (P.I), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

LATE ANNOUNCEMENT

Delays in despatch of Journal

The industrial dispute in H.M.S.O.'s main publishing warehouse in London, which has been affecting delivery of some copies of the *Board of Trade Journal*, was still continuing when we went to Press on May 12. We apologize for any inconvenience caused to readers—*Editor*

New Zealand

A number of minor errors occur in the Tariff, Customs and Import Regulations for New Zealand on pages 1414-1416 of this issue. Full details may be obtained by telephoning 01-222 7877, Ext. 2321. Amendments will be published in May 21 issue.

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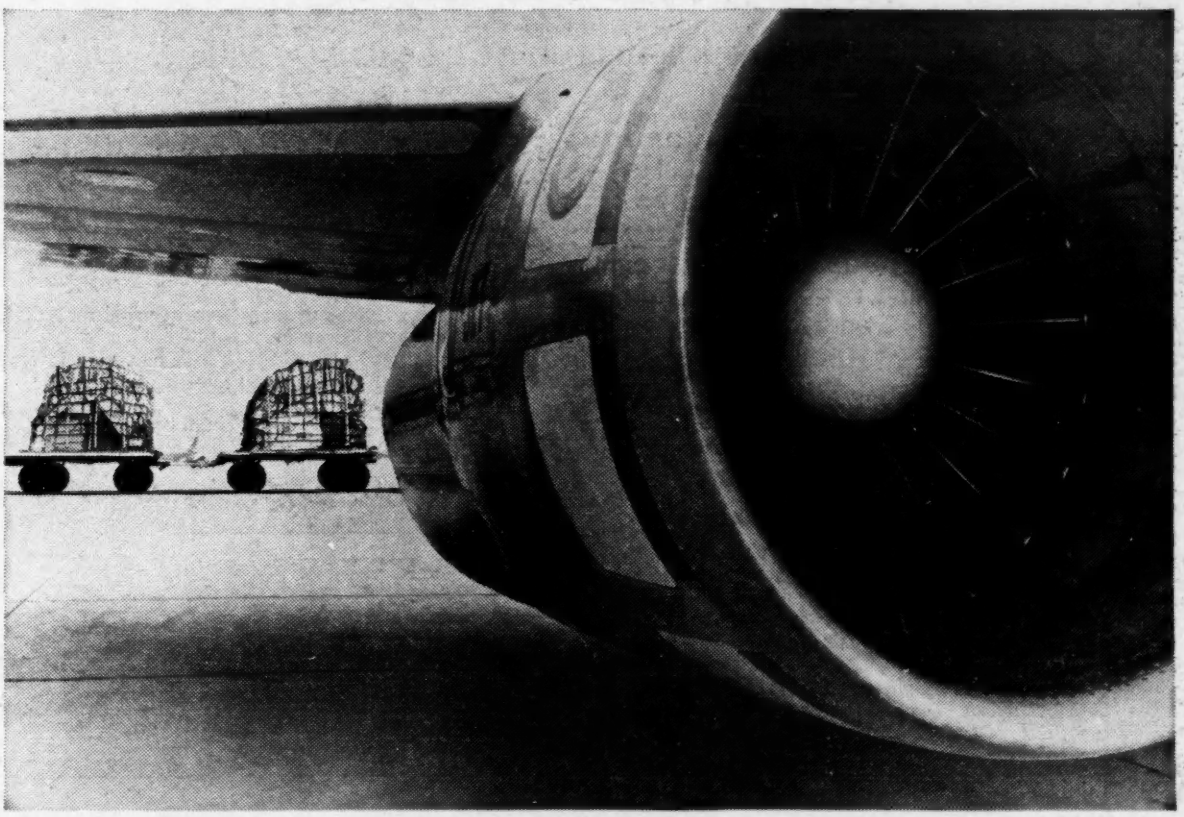

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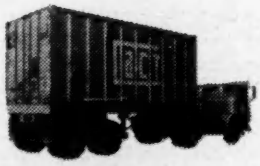

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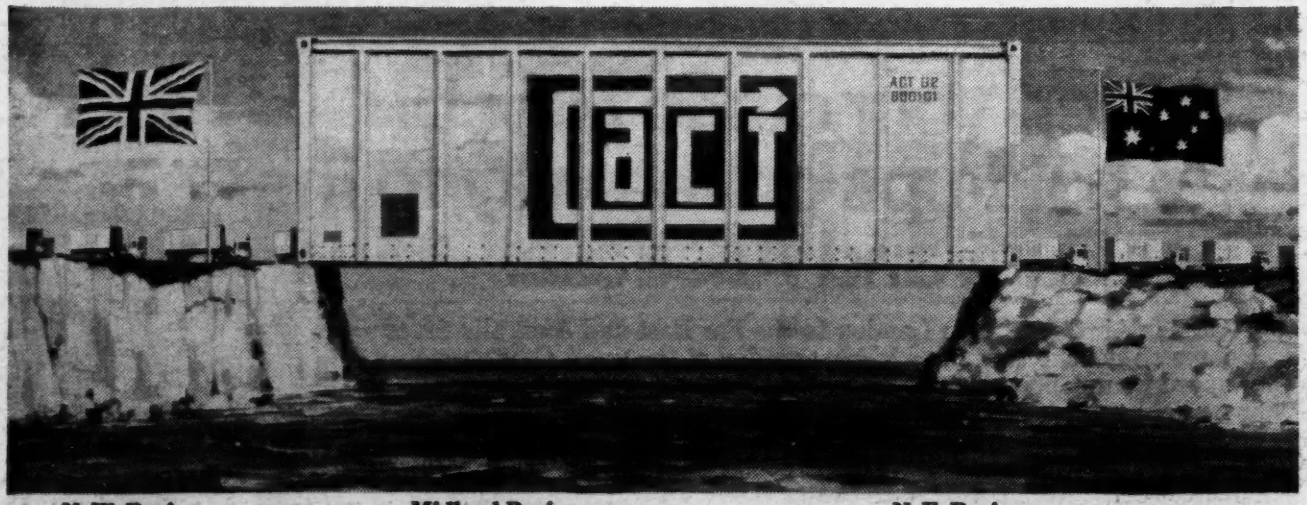

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Singapore's industrial development offers opportunities for British investment

By Tan Bien Kwee, head of the Singapore Investment Centre in London

AT THE RECEPTION held at the CBI Council Chambers on April 21, Mr. Lee Kuan Yew, Prime Minister of the Republic of Singapore, gave an address which launched the new Singapore Investment Centre which has been set up in London by the Singapore Economic Development Board.

The objective of the new centre is to assist those in the British industrial and commercial world who might be interested in investment in Singapore. The centre will act as a channel between the United Kingdom and Singapore to provide assistance on any aspect of investment. It hopes to encourage investment in Singapore and briefly has this to say:

Industrial growth since 1960

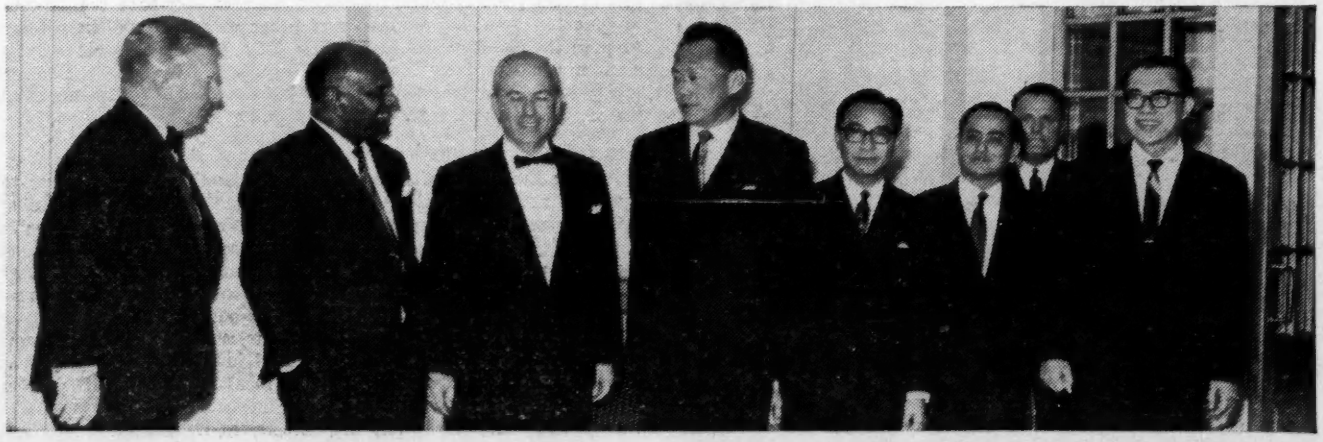
The history of Singapore's modern manufacturing industry began in 1960 when the programme for the diversification and deliberate promotion of industries was carefully and purposely planned and launched. Since then, the growth has been rapid. An indication of the extent of the progress achieved is given in the size of industry's contribution to the national income. Whereas in 1960 manufacturing contributed 7 per cent to the gross domestic product, in 1968 the share was 11 per cent.

Progress from 1965, the year of Singapore's attainment of independence has been even more satisfying as reflected in the rate of overall economic growth (increase in gross national product) which exceeded 9 per cent per annum between 1965 and 1968. The cumulative number of pioneer industries in production increased from 95 in 1965 to 111 in 1966, to 159 in 1967 and to 224 in 1968.

These industries at the end of 1968 had a combined capital in fixed assets of S$458.7 million, an output of S$952 million and exported to over 100 foreign countries S$344 million worth of products. Their total labour force was 21,300 workers. In addition, 46 other pioneer industries were implementing their projects, not counting numerous others in the planning stage.

The above are pioneer establishments promoted since 1960. They exclude non-pioneer enterprises and those already in existence before the planned industrialization programme went into action. Taking only those employing 10 or more workers each, the number of such industries totalled 1,280 at the end of 1968, with a combined labour force of 64,800 workers. Their total production value was S$2,193 million, with the value of exports amounting to S$628 million. Not only has the promotion of industries changed the economic structure and injected useful contributions to the prosperity of the Republic, but it is also changing the industrial structure, hitherto characterized by small establishments. The current programme places great emphasis on, among other attributes, labour-intensive factories so that most of the establishments coming up now and in the future will be in this category. The trend will be more pronounced as industrialization gathers momentum.

The new industries promoted since 1960 cover a wide spectrum of manufacturing activities. Broadly, the categories are food and beverages, textiles, wood and paper, leather and rubber, chemicals and chemical products, petroleum and petroleum products, non-metallic mineral products, metal and engineering, electrical and plastics. Of the products produced can be mentioned iron and steel, toys, bicycles, motor-cars, scooters and trucks, tyres, refrigerators, electronic components, TV sets, animal feedmix, wheat flour, sugar, wearing apparel, cloth, tissue paper, plywood, veneer, firecrackers, soap, detergents, cement, cosmetics, printing inks, pharmaceutical preparations, petroleum products, sanitary ware, seacraft –



Mr. Lee Kuan Yew, Prime Minister of Singapore, attended a reception at the Confederation of British Industry last month. From left to right here are Mr. John Davies, Director-General of the CBI; HE Mr. Arumugam Ponnu Rajah, Singapore High Commissioner in London; Mr. A. G. Norman, President of the CBI; Mr. Lee Kuan Yew; Mr. Tan Bien Kwee, Head of Singapore Investment Centre in London and author of this article; Mr. Chan Chin Bock, Director of Overseas Development, Singapore Economic Development Board; a member of the CBI staff; Mr. Hon Sui Sen, President, Development Bank of Singapore.

SINGAPORE'S INDUSTRIAL DEVELOPMENT, *continued*

including pleasure boats, - crockery, fire-fighting equipment, aluminium circles and sheets, nuts and bolts, razor blades, metal household utensils, room airconditioners and car airconditioners, electric cables, lead acid batteries, gramophone records, hair goods, electric irons, welding electrodes, wrist watches and accessories, office equipment, laminated plastic sheets, galvanized iron sheets, zip fasteners, liquid petroleum gas cylinders, and tractor spares and accessories.

Flexible arrangements for foreign participation

Roughly half the number of the new industries are joint ventures between Singapore and foreign investors including Japanese, American, Australian, British, Malaysian and Taiwanese. One of the attractions of Singapore is that although joint-venture operations are encouraged, they are not insisted upon by the Government. The policy is to allow industrialists to start business in Singapore through any arrangement they prefer. Thus, many of the industries, like the petroleum refineries, the American electronics enterprises and some of the beverage factories are wholly foreign-owned. This free-enterprise system has been the policy from the beginning.

Government assistance and incentives

As far as consumer goods are concerned, the industries are able to meet much of the local demand, and some of the demand for non-consumer items like metal and engineering products. It is therefore obvious that the latter field is the one on which the Government is increasingly focusing. Hence the introduction of comprehensive technical assistance and industrial training schemes to help accelerate the growth of the metal and engineering industries.

The advantage of these types of industries is that they have a built-in tendency for self-reinforcing growth, or inter-industry linkages, as well as being labour-intensive and having the ability to introduce new skills greatly needed in Singapore. The good educational background of the Republic's working force can be utilized to great advantage in this respect.

Market-wise, Singapore realises that the scope is larger than that available for consumer products. The products which this class of industries will produce cover a wide range of lines, from ships to engines of various kinds powered by a variety of fuels to the making of different types of machinery and components. The international market for them is substantial and Singapore should be able to find, within this vast complex volume of international business, that 'mix' of products which the Republic can produce on advantageous and competitive terms.

Miss Rita Hodgson, 21-year-old employee of the John White Footwear factory in Ammanford, Carmarthenshire, flew to Singapore during Easter to spend six months training local staff in the new John White factory being established in the republic. The John White Singapore factory, a joint enterprise with local interests, will employ 130 people and will initially produce 1,500 pairs of quality men's shoes per day.

The Glen Line cargo liner 'Radnorshire' recently sailed from London with a 55-ton transformer for delivery to the Jurong Power Station, Singapore. The transformer was manufactured by Hawker Siddeley Electric Exports Ltd. Glen Line agents in Singapore are Guthrie, Boustead Shipping Agencies Ltd.

Singapore's entry into the construction of ocean-going ships (work on the first ship of 14,700 d.w. tons will begin in 1971), is a good reflection on the concrete steps already taken in this direction. The programme also thus brings the Republic's shipbuilding industry onto an international level.

Government's assistance for industrial development leaves little to be desired. When the present industrial programme was launched, the Government established a special agency, known as the Economic Development Board, to ensure its rapid success. Within the EDB are specialist divisions and units to meet the various requirements of industries and industrialists.

The Investment Promotion Division, for instance, assists and advises investors in obtaining the necessary information about the programme, market conditions, Government fiscal incentives, projects that are viable, the availability of factory sites and labour, labour costs, the economic situation, foreign exchange regulations, income tax laws, labour laws and other data that will help them to plan their enterprises in the best way. Investment offices overseas in London, New York, San Francisco, Chicago, Stockholm, Hong Kong and other capitals enable overseas investors to avail themselves of these services without going to Singapore.

Tax reliefs and exemptions

Among the range of incentives which the Government offers to investors are a tax holiday of from two to five years, depending on the size of the capital of a project, a tax concession on a company's profits derived from exports, tax exemption on income increased as a result of expansion, accelerated depreciation rate on productive equipment, duty-free import of equipment and raw materials, and free repatriation of profits and capital.

A tax holiday is granted to industries which produce commodities that are not yet manufactured in Singapore or not produced in sufficient quantities to meet local requirements, and also to those which produce primarily for export. A company will get two years tax exemption if the investment in fixed assets is less than S$250,000, three years if the investment exceeds S$250,000, four years if it exceeds S$500,000 and five years if it exceeds S$1 million. A manufacturing company which expands through the increase of investment in productive equipment will be granted

(Continued at foot of next page)

'Rich rewards for British exporters in Mexico'

—The President

THE OPPORTUNITIES in Mexico for British exporters of capital goods and equipment were stressed by Mr. Anthony Crosland, President of the Board of Trade, on May 6. The President, who was opening a conference in London organized by the British National Export Council for British and Mexican businessmen, said there were excellent opportunities for British exporters in both the public and private sectors of the Mexican economy.

'While I would not for one moment suggest that the public sector should be ignored,' said the President, 'I would like to remind the British members present that last year imports by the private sector of the Mexican economy accounted for four-fifths of their total imports of £816 million. Britain's exports to Mexico in 1968 were £32 million. Although that was the highest figure for many years, it still represented no more than about 4 per cent of total Mexican imports. We can, and must, increase our share of this booming market. To do so will require careful cultivation of the market by British businessmen. This must include strong support for their representatives in Mexico and frequent visits to the country. But there are rich rewards for the exporter who can offer a product that meets Mexico's needs.'

Mr. Wedgwood Benn visiting USSR

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, is visiting the Soviet Union, from May 13-20, to review the Anglo-Soviet Technological Agreement with Mr. V. A. Kirillin, chairman of the State Committee of Ministers of the USSR for Science and Technology. The agreement was signed in London in January 1968.

An article on 'Technological collaboration with Eastern Europe' appeared in May 9 issue of the Board of Trade Journal.

British export drive to Canada

BRITISH OVERSEAS Airways Corporation in conjunction with Air Canada are sponsoring a business conference on export prospects in Canada at the Hilton Hotel, London, on June 11.

Speaking in London on May 7, Sir Ralph Perring, chairman of the Canadian Committee of the British National Export Council, said: 'Our exports to Canada continue to rise this year; 1968 was more than 20 per cent up on 1967, showing an increase of £46 million. Canadians are enthusiastic to buy British goods on their terms – price, quality, design, service – and there is no upper limit to the expanding possibilities. As chairman of BNEC/Canada, I remain "happily discontented" regarding our efforts and am buoyant regarding the future of this export market.'

Registration forms for the conference can be obtained from the organizers: Independent Trade Missions, 25 Queen Anne's Gate, London, S.W.1 (Tel. 01-930 9267).

SINGAPORE'S INDUSTRIAL DEVELOPMENT, *continued*

tax exemption on the income increased as a result of the expansion. This is provided that the total value of the productive equipment after expansion is at least 30 per cent more than the value of the original equipment. Where the increase in investment exceeds S$1 million this 30 per cent requirement is waived. The tax exemption period on the increased income is three years where new investment is less than S$250,000 and five years where the new investment is more than S$250,000.

Interest paid to overseas enterprises or individuals on loans advanced to Singapore enterprises for the purchase of capital equipment will be exempted from tax. This is to ensure that no tax liability of the overseas enterprises or individuals is passed on to local enterprises through higher interest rates on loans. Income from royalties, licences and technical assistance fees and contributions to research and development costs paid to overseas individuals or corporations is taxed at a concessionary rate of 20 per cent. In special cases the Government may grant complete tax exemption on such income and contributions. When such income is invested in equity capital in industries in Singapore, it is completely exempted from tax.

Labour and productivity

Investors intending to start operations in Singapore will also benefit from other advantages available in the Republic. The two million population are highly-urbanized and have a per capita income of S$2,052 a year. Singapore, being geographically well-located, offers easy and quick accessibility to the surrounding Asian markets of over 200 million people. The well-equipped harbour and airport offer excellent transportation facilities.

The labour force is keen, educated, hard-working and easily-trained to master new skills. Productivity training courses offered by the EDB's National Productivity Centre considerably enhance the capability of local labour, and the Government's new labour laws ensure that both workers and employers adhere to their respective responsibilities. All these are moulding Singapore into a better place moreover in which to do business. Investors, local and foreign, are quickly recognizing this.

With the emphasis on metal and engineering industries, the technical services and facilities of the EDB have been considerably expanded. The recent establishment of the Engineering Industries Development Agency is a good illustration.

The Agency's main function are to undertake product development, design and research, train a large pool of skills, provide services and facilities for industries, and to train school teachers in engineering technology as part of their re-orientation programme.

There are six departments within the Agency to manage the various activities, set up with the assistance of various foreign Governments and organizations, one of these departments being the Electro-Mechanical and Electronics Training Centre which received assistance from the French Government.

Supplementing still further the technical services offered to industries is the Industrial Research Unit set up by the EDB in 1963 with assistance from the New Zealand Government under the Colombo Plan. The unit assists all industries in solving their scientific, technological and standardization problems, and provides them with laboratory and technical information services.

The IRU reached its ultimate aim of development when it recently became the Singapore national member body of the International Organization for Standardization (IOS). It now works in close liaison with all other national organizations which are members of the IOS.

Industrial land and finance

The ready availability of industrial land is one of the criteria for the success of industrialization. From the very beginning, the Government has made consistent efforts to provide it. Singapore's industrial estates are not only easily obtained at low-cost, but are also fully-prepared and serviced, ready for immediate use. Standard factory and flatted factory buildings are also available for those who prefer not to construct their own premises.

The Jurong industrial estate, on the south-west corner of Singapore, has apart from the above-mentioned infrastructure facilities, its own deep-water harbour, housing for the workers and social and commercial amenities.

Industrialists who need additional capital, either to start or for expansion can be assured of financial assistance from the Government-backed Development Bank of Singapore Ltd. which offers loans on very favourable rates of interest.

Scope for the future

Industrialization in Singapore has progressed considerably in the past eight years. It has now passed the stage of import-substitution, and is going ahead into the production of capital goods. For the Republic, this new era will be even more challenging than the previous one. But Singapore is fully equipped to meet it successfully and industrialists from several countries have not been slow to appreciate the opportunities open to them.

It is of course impossible in an article such as this to describe fully all the advantages for British industrialists in setting up in Singapore. I shall however be pleased to discuss with them in confidence either at my office here at 15 Lower Grosvenor Place, London, S.W.1 (Tel. 01-834 7769) or in their own offices any questions they may wish to raise.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the merger proposed between the Distillers Company Ltd. and United Glass Ltd. to the Monopolies Commission under the provisions of that Act.

In accordance with his recently announced intention to seek assurances on certain matters in merger cases somewhat more freely than in the past, Mr. Anthony Crosland, President of the Board of Trade, has sought and received from the Distillers Company assurances in the event of the merger being completed, relating to:

(a) the continued operation of United Glass Ltd. as a fully competitive unit in the packaging industry, and the maintenance of supplies to all United Glass's customers in the quantities and at prices that ordinary commercial judgment would dictate had the two companies remained separate;
(b) the continued publication by the two merging companies of separate accounts;
(c) consultation by United Glass with the Department of Employment and Productivity as to any manpower changes resulting from rationalization of production arising out of the merger.

The company has informed the Board of Trade that it does not expect that the proposed acquisition will give rise to redundancy.

The Board of Trade also announce that on the information at present before them, it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of the above Act:

J. W. French & Co. Ltd., Cranfield Brothers Ltd., and the bread bakery business of J. Lyons and Co. Ltd.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 28.

Tariff Heading	Proposed Definition for Tariff purposes	Applied for as	Exemption required until	Reference
29.12	O-Chloro benzaldehyde	2-Chlorobenzaldehyde	31 December 1969	8244
29.22	*N*-Methyl-4-nitroaniline	As in previous column	13 December 1969	13292

EFTA Ministerial Councils meeting

THE MEETING OF THE EFTA and FINEFTA Ministerial Councils in Geneva concluded on May 9. The communique will be published in May 21 issue of the *Board of Trade Journal*.

As announced in May 2 issue, Mr. Anthony Crosland, President of the Board of Trade, led the United Kingdom delegation.

Investment grants for some types of computer equipment

MR. EDMUND DELL, Minister of State, Board of Trade, announced on May 9 that investment grants will be payable on peripheral and ancillary equipment for use in a computing system whether or not the user of the equipment is also the owner or lessee of the central processing unit.

Answering a written Parliamentary Question, Mr. Dell said: 'Hitherto grant has been payable on peripheral and ancillary equipment provided for use in a computing system only when the person using the equipment is also the owner or lessee of the central processing unit. This stipulation is now removed, and expenditure incurred in future by an eligible person in providing such equipment will, provided the other requirements of the investment grants scheme are satisfied, qualify for grant whether or not the user owns or leases the central processing unit. In this way we shall, I believe, be providing a valuable additional incentive to the efficient use of computers.'

Notes:

This will benefit in particular companies which make use of the services of computer bureaux of groups of companies which may all install peripheral and ancillary equipment for use as part of a single computing system.

Grant will be payable on expenditure incurred on or after May 10.

Registration of procedural agreements

THE DEPARTMENT of Employment and Productivity has written to 35 large companies and undertakings inviting them to notify their procedural agreements and arrangements to the Manpower and Productivity Service, Steel House, 11 Tothill Street, London, S.W.1. The department has selected for this first round of invitations the large companies which employ a minimum of 5,000 workers in a single establishment. Invitations to the 250 other companies and undertakings employing more than 5,000 people in all will follow shortly.

This confirms Mrs. Castle's announcement in the debate on the budget and the economic situation on April 16 that she intended to take steps to improve the quality of collective agreements; to make them comprehensive, clear and precise and, above all, to improve procedural agreements so that disputes and grievances can be dealt with rapidly and effectively. One of the means of facilitating this process is the registration of procedural agreements.

Pump manufacturers' African mission

THE BRITISH Pump Manufacturers' Association is planning a Trade Mission to West and East Africa and is seeking financial assistance of the British National Export Council. The mission is expected to take place in October-November 1969, and will visit Ghana, Congo (Kinshasa), Uganda, Kenya, Tanzania, Zambia and Malawi.

The aim of the mission will be to sell pumps and allied equipment, and calls will be made on actual and prospective purchasers of pumps for use in all industries, including sewage, water and oil, Government departments, and actual and potential agents interested in the import of British products.

Any pump or allied equipment manufacturer who is interested in joining the mission should write to Mr. R. Saunders, British Pump Manufacturers' Association, Glen House, Stag Place, London, S.W.1 (Tel. 01-834 9333), as soon as possible.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel,* 01-222 7877, *Ext.* 2479/2480).

Aviation and Shipping

Aims of Merchant Shipping Bill outlined

MR. WILLIAM RODGERS, Minister of State, Board of Trade, spoke at the annual general meeting of the Mercantile Marine Service Association in Liverpool on May 8.

Mr. Rodgers said that although changes in maritime legislation stemmed from time to time from agreements reached at international level the Board of Trade were more immediately concerned with the introduction of a Bill soon to give effect to the recommendations made in 1967 by the Court of Inquiry under Lord Pearson for drastic revision of the provisions of the Merchant Shipping Acts relating to the terms and conditions of service of merchant seamen. In preparing the Bill the Board had consulted all sides of industry. 'We are grateful to your association for its assistance and I need hardly say that we shall consult with you again when the stage is reached for preparing detailed regulations,' said Mr. Rodgers.

'The Bill is intended to be drafted largely as an enabling measure to provide much needed flexibility in keeping pace with those changes which can best be met by altering regulations. It will, however, prescribe a disciplinary code in line with the recommendations of the Pearson Report which confirmed that a special disciplinary regime is required by the special conditions of seafaring life. But there will be important differences. Desertion will be defined and will be no longer subject to a penalty of imprisonment. It is hoped that absence without leave will in general be dealt with as a civil breach of contract and by industrial action and not treated as a criminal offence. The Master's jurisdiction and authority will be upheld, including his authority to impose fines. There will, however, be safeguards in that a procedure will be laid down and provision made for appeals. It is hoped that the proposals will provide a fair and just system while at the same time supporting the essential discipline for safety at sea.

'Another proposal of particular interest to ships' Masters is the aim to ease their burden by simplifying the statutory requirements concerning crew agreements and wages. In particular, it is proposed to enable regulations to be made to deal with the final calculations of wages, so that there can be initially an approximation for the last few days of the voyage and a precise settlement later, rather than at a time when Masters are busily occupied with many other matters. These and other provisions will, I am sure, contribute to the overall efficiency and well being of the Merchant Navy.'

Training Levy for the Civil Air Transport Industry

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, has approved proposals submitted by the Civil Air Transport Industry Training Board for a levy on employers within scope of the Board at the rate of £8 per employee. The number of employees will be calculated as the average of those employed on July 31, 1968 and January 31, 1969.

The levy will be used to make grants for the training of training staff; young persons; managers and supervisors; and employee representatives. Grants are also available for the introduction of systematic training schemes; management development; manpower forecasting; safety training; group training schemes, and research. Provision is made for employers to appeal to independent tribunals against assessment.

This is the effect of an Order (SI 1969 No. 620, HMSO, or through any bookseller, price 1s), made by Mrs. Castle and laid before Parliament on May 6, which comes into operation on May 14.

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, MAY 5

Mining and Metallurgical Congress

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked what public funds would be expended on the entertainment of South African delegates to the Ninth Commonwealth Mining and Metallurgical Congress to be held in London from May 5 to 24. She replied: 'Her Majesty's Government have made a grant of £15,000 to assist generally in the organisation of this Congress which has significant importance for British exports of mining machinery and services. No grant has been made towards the entertainment of any particular group of delegates.'

TUESDAY, MAY 6

SET on hotel and catering industry

A Member asked whether, in view of the fact that the estimated additional revenue from the hotel and catering industry by the rise in selective employment tax would cost that industry approximately £8 million per annum and that this cancelled the £8 million per annum benefits to the industry under the Development of Tourism Bill, the President would authorise a revised scale of grants to the industry for an additional sum of not less than £8 million. Mr. William Rodgers, Minister of State, Board of Trade, replied: 'No, Sir.' He said that the reasons for the increase in SET on all services, including the hotel and catering industry, were explained in the President's budget speech and had no conection with the provisions of Part II of the Development of Tourism Bill which it was believed would still provide a very effective incentive to hotel building.

WEDNESDAY, MAY 7

Metric equivalents in brewing industry

Mrs. Dunwoody told a Member that the President had not held discussions with the brewing industry and licensed victuallers to establish acceptable metric equivalents to the pint, half-pint and quart. She added: 'I understand, however, that there have been some exploratory international discussions about new metric sizes for bottles, and that the British Standards Institute have invited the Brewers Society to comment on these proposals insofar as they relate to beer bottles.'

Exclusion clauses in contracts

Asked when she expected to receive the First Report of the Law Commission on exclusion clauses in contracts Mrs. Dunwoody said it was hoped to receive the First Report within the next few weeks.

Loss of Bulgarian orders

Stating that the United Kingdom price for a cold rolling steel mill to be built in Bulgaria was £18¾ million against £14½ million from France, and £2.8 million for a cable factory against £1.8 million from Italy, a Member asked if the President would investigate why Britain had lost recently £20 million orders from Bulgaria and take steps to remedy this situation. 'While I regret the loss of these orders, both firms are successful exporters,' answered Mrs. Dunwoody, 'and, I am informed, quoted the lowest prices possible consistent with their assessment of the degree of commercial risk involved and the maintenance of the quality of the equipment specified.'

Industrial development

A suggestion was made that the President should establish a Welsh Board of Trade Advisory Committee in view of the increased numbers of applications received by the Welsh Office of his department from firms who had applied to establish industries in development areas in Wales thus causing delays in receiving attention from the Board of Trade Advisory Committee. Mrs. Dunwoody answered: 'No, Sir. In spite of the increased numbers the time taken by the Advisory Committee to deal with applications has been considerably reduced in the past year.'

Mrs. Dunwoody answered questions on industrial development in Scotland and, in answer to a further question, published a table in *Hansard* based on projects completed, for manufacturing industries, for which idc's were issued for the years 1963-1967 (the latest year for which figures are available).

THURSDAY, MAY 8

Monthly Digest of Statistics

A Member asked what was the reason for, and the effect of, the revised seasonal adjustment programme for export figures referred to in recent copies of *The Monthly Digest of Statistics*. Mr. Edmund Dell, Minister of State, Board of Trade, replied that the adjustments for the varying number of working days in each month had been slightly modified to reflect changes in working arrangements in the ports. The new adjustments reduced a little the month to month fluctuations in the series.

Financial Statement and Budget Report

Mr. Dell was asked what the figures for goods and services represented in the Financial Statement and Budget Report 1969-70; whether he would give 1969 estimates of imports of goods, free on board, and exports plus re-exports of goods, free on board, less United States military aircraft, at 1958 and current prices; and whether he would now express these export figures as a percentage of the import figures. He answered that the figures were on the normal basis used in official statistics as described, for example, on pages 441 to 444 of 'National Accounts Statistics – Sources and Methods'. He did not wish to add to the published forecasts.

Imports of dairy products from China

Answering a request for the latest available figures relating to the importation of dairy products from China into the United Kingdom, Mr. Dell said '252 tons valued at £66,000 (c.i.f.) in the 12 months ended March 31, 1969.'

AVIATION AND SHIPPING

MONDAY, MAY 5

Air navigation services

Mr. William Rodgers, Minister of State, Board of Trade, answered several questions on the cost of air navigation services at airports. Tables setting out the information are published in *Hansard* (cols. 25-26).

WEDNESDAY, MAY 7

Export levy for trawler owners

Asked what answer he had sent to the Grimsby trawler owners' representations regarding the export levy refund in the White Fish Authority's accounts and their representations about the role of the White Fish Authority in promoting fish exports, Mr. Anthony Crosland, President of the Board of Trade, said: 'I am consulting with my rt. hon. Friend the Minister of Agriculture, Fisheries and Food, and will reply to the Grimsby trawler owners as soon as possible.'

Reports on Science Abroad

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (01-405 3422).

Communications in the Construction Industry, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/24. In order to meet the national housing goal of producing 26 million new units during the next 10 years, the present rate of construction must be doubled. In addition to new technologies, improved communications will be required in the building industry. Some methods of achieving this are described in the report.

Drug Research, by W. N. Hewson. 5 pages. *UKSM Report No.* 69/25. This report describes a one-day symposium held by the Pharmaceutical Manufacturers Association in Washington. The object was to provide a better public understanding of the United States pharmaceutical industry's research and development effort which in 1969 will cost $575 million.

The Acoustic Sounding of the Lower Atmosphere, by H. K. Bourne. 2 pages. *UKSM Report No.* 69/27. The interaction of an acoustic beam with the atmosphere, may be used on the basis of a new remote sensing method for obtaining three dimensional measurements of lower atmosphere parameters.

The National Cartographic Data Bank, by H. K. Bourne. 5 pages. *UKSM Report No.* 69/28. The need for a National Cartographic Data Bank is realized and is now feasible by the exploitation of computers and modern technology. The requirements and applications of such a system are described in this report.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location of sale	Auctioneers
May 20 . .	**Miscellaneous stores**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS 2 8JH (Tel. 053-2 2098).**

Fork lift trucks; pallet transporters; lathes; grinding machines; drilling machines; welding plant; guillotines; woodworking machines; diesel and electric trucks; drying ovens; testing machines; charging sets; weighing machines; saws; roadsweeper; transporting and lifting equipment; electric cable; electrical, wireless and signal equipment; tool kits; tyres; fire fighting equipment and extinguishers; storehouse trucks; ladders; contamination meters; electric motor and alternator; ironmongery; coach building equipment; wood and metal boxes; paint; jerricans; **large quantity water piping and fittings:** haversacks; tentage; canvas; curtains; carpets; rugs; ground sheets; webbing; kitbags; camp equipment; battledress; raincoats; greatcoats; shirts; foulweather clothing; jerkins; **ankle boots** (unworn); shoes; chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables, etc.

June 3 . .	**Miscellaneous equipment and stores . .**	**Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101).**

Machine tools including, lathes; drilling, grinding and welding machines; tool and bench grinders; arc welding machines, etc.; generators; motorized fan units; insulated electric cable and wire; steel scaffold tubing; electronic and electrical equipment; stop-watches; cameras; musical instruments (see special notice below); projectors and sundry photographic equipment; WRNS clothing (unused) including, desses; overalls; raincoats; stockings; knickers; vests and jerseys; white and coloured blankets; carpets; mixed rags; sisal and manila rope; large quantities of blue gaberdine raincoats; black woollen stockings; terylene/worsted skirts; cotton vests; woollen jerseys; knee length rubber boots; various kinds of furniture and kitchenware.

June 10 and 11	**Technical and miscellaneous stores . .**	**Ordnance Storage & Disposal Depot, Branston, Nr. Burton-on-Trent.**	**Arnold & Son (Dept. L), 'Modwena' House, 13 Market Place, Burton-on-Trent. (Tel. 4657).**

Electronic components; electronic valves; signals equipment and spares; photography equipment; Morgan furnace; mobile greasing unit; wireless and radar equipment; roller and ball bearings; lathe tools; MT spares; transformer and electric welding spares; oscillators; oscilloscopes; fork lift trucks; portable bins; scrap rope and canvas; used tyres; wire rope; 10,000 wooden boxes; vehicle canvas covers; Melton blue cloth 56 in.; machine tools including, 20-ton press; woodworking machines; shell, turret, centre and watchmakers lathes; vertical; universal thread and horizontal millers; tensile testing machines; spot welders; portable electric drills; power hacksaw; riveting machines; bench drills, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

EX-ARMY MILITARY BAND INSTRUMENTS

A LARGE QUANTITY OF MILITARY BAND INSTRUMENTS INCLUDING DRUMS; CLARINETS; CORNETS; SAXOPHONES; EUPHONIUMS; TROMBONES; TENOR, FLUGEL AND FRENCH HORNS; BASSES AND BARITONES; SUITABLE FOR BRASS BANDS, SCHOOL AND YOUTH CLUB BANDS, ARE TO BE SOLD AT A MINISTRY OF DEFENCE AUCTION SALE TO BE HELD AT CHATHAM ON JUNE 3, 1969. CATALOGUES, PRICE 1s. 0d. (POSTAL ORDER ONLY), OBTAINABLE FROM THE AUCTIONEERS: MESSRS. FULLER, HORSEY, SONS AND CASSELL, 10 LLOYDS AVENUE, LONDON, E.C.3.

SALE BY TENDER

231R ANALOGUE COMPUTER

Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iii (A)), First Avenue House, High Holborn, London, W.C.1.

Changes of responsibility for commercial work in the United States

FOLLOWING THE CLOSING of the British Consulate General in New Orleans, Louisiana, as part of a plan for the re-organization and re-grouping of British Consular staff in the United States, responsibility for the services to British businessmen provided by the New Orleans Consulate-General will be divided as follows:

(a) the Consulate-General in Houston (1005 World Trade Center, 1520 Texas Avenue, Houston, Texas 77002 – Tel. (Area Code 713) 223-2301), will be responsible for Louisiana;

(b) the Consulate-General in Atlanta (814-815 Atlana Merchandise Mart, 240 Peachtree Street, NW, Atlanta, Georgia 30303 – Tel. (Area Code 404) 524-2691), will be responsible for Southern Alabama and Mississippi;

(c) the Consulate in Miami (932 Ingraham Building, 25 S.E. Second Avenue, Miami, Florida 33131 – Tel. (Area Code 305) 371-7544), will be responsible for the Florida Panhandle.

During the transition period up to June 30 inquiries should continue to be directed to the Consulate General in New Orleans but as records are transferred they may be passed on to the posts who will be taking over responsibility after closure.

Another minor change is that from June 1 the Consulate-General in Los Angeles (3324 Wilshire Boulevard, Los Angeles, California 90005 – Tel. (Area Code 213) 385-7381) will take over responsibility for Las Vegas which was previously the responsibility of the Consulate-General at San Francisco.

Value-added tax discussed in 'EFTA Bulletin'

THE VALUE-ADDED tax system has not only come to stay but has started the process towards international tax harmonization, writes an official of the Norwegian Ministry of Finance in this month's issue of *EFTA Bulletin*. The title of his article is 'What the value-added tax implies for free trade'.

Other articles in the May issue of the Bulletin describe changes in the pattern of Danish trade with Austria and Switzerland and a look at the Portuguese foundry industry.

Copies of *EFTA Bulletin* are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479 and 2480).

Chief adviser on industrial training

THE DEPARTMENT of Employment and Productivity announce that Mr. E. R. L. Lewis, until recently controller of education, English Electric Co. Ltd., has been appointed to succeed Mr. F. H. Perkins, who will be retiring from the post of Chief Adviser on Industrial Training on June 30.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877. Ext. 2652/6) and not to HMSO.*

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:–

* five week period
.. not available
– nil or less than half the final digit shown
p provisional
r revised
ø fifty week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increases in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1958	1963	1963	1963	1966	1963	1963	1963	1963	1963				
Value in base year, £m.	26,796	—	21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series shown in £ million			
1963	100	119	100	100	100	—	100	100	100	100	100	228	123	31	57
1964	105	128	107	107	103	—	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	—	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	137	125	134	147	143	191	–21	71	95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	84	26	–2	15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	106	137	120	131	145	149	–68	–100	6	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	136	125	134	147	139	42	7	10	5
4th quarter	117	142	135	137	113	104	141	134	146	144	142	152	48	33	40
1969															
1st quarter						103									23
1968															
September		139				102									
October		141				103									
November		143				106									
December		143				104									
1969															
January		141 p				105									
February		142 p				103									
March						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1958	1958	series shown in £ million
Value in base year, £m.	—	—	—		—	—	—	Series shown in thousands			3,834	3,250	
1963	136	117	103·6	2·0	100·0	100·0	141·3	500	144	24,240	130	130	111
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	148	136	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	150	145	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	158	155	5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	168	155	–399
1968	143	129 p	125·0	4·7	120·5	112·4	187·3	543	189		206	190	–419
1967													
1st quarter	149	104	118·6	3·7	106·8	107·6	171·4	458	186	24,510	164	166	19
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	166	160	–107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	162	157	– 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	179	138	–290
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	203	181	–135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	201	180	–134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·6	580	182	24,293	209	196	– 73
4th quarter	143	129 p	127·2	5·6	120·4	113·1	190·8	533	210		212	200	– 77
1969													
1st quarter			129·7	6·2	122·2 p	114·0 p	194·4	499	206		211	200	
1968													
September	138	129	125·8	5·9	119·7	112·8	188·2	575	186		207	201	
October	140	126 p	126·4	5·6	119·9	113·0	188·7	551	195		211	194	
November	141	126 p	126·7	5·2	120·4	113·1	190·5	529	211		217	207	
December	143	129 p	128·4	5·9	120·9	113·3	193·4 r	520	225		209	198	
1969													
January	146 p	130 p	129·1	6·2	122·0	113·7	194·0 r	506	208		208	205	
February	146 p	132 p	129·8	6·2	122·3 p	114·0 p	194·6 r	487	208		212	194	
March			130·3	6·3	122·4 p	114·2 p	194·8 r	504	203		211	200	
April								519	199 p				

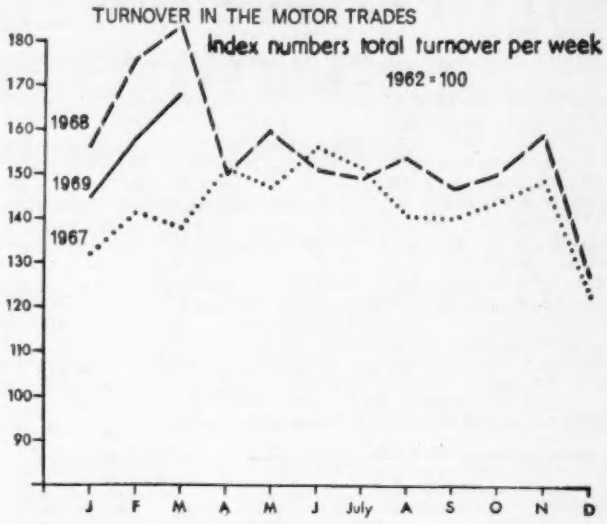
†Not seasonally adjusted.

Turnover of the motor trades in March

THE EXCEPTIONALLY strong demand for cars in the first quarter of 1968, together with the restraining effects of the November, 1968 measures, contributed to the fall, on a year earlier, of 9 per cent in the total turnover of the motor trades in the first quarter of 1969; in the fourth quarter of 1968 total turnover had increased, on a year earlier, by 5 per cent.

Sales of new and secondhand motor vehicles in the first quarter of 1969 fell by 21 per cent and 15 per cent respectively as compared with the same period last year; the corresponding comparisons for the fourth quarter of 1968 were an increase of 2 per cent (new motor vehicles) and a decrease of 4 per cent (secondhand motor vehicles).

Sales of petrol, oil and accessories, together with receipts from servicing and repairs in March were 4 per cent higher than in March, 1968. This was a smaller increase than that recorded in recent months, and was probably due to the high demand for tyres in March, 1968, the last month before new tyre regulations came into force. The quarter as a whole showed an increase of 7 per cent on the first quarter of 1968, although some part of this increase was accounted for by price increases.



Index numbers of turnover per week and percentage increases on a year earlier†

Kind of Business (Turnover in 1962)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
(£2,979 million)	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969	157‡	157				145	158	165									
	1968	*9*	*26*	*1*	*4*	*5*	*18*	*24*	*33*	*-1*	*9*	*-3*	*-2*	*9*	*5*	*5*	*7*	*3*
	1969	*-9§*	*-9*				*-7*	*-10*	*-10*									
Analysis of Turnover:	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
Sales of new motor vehicles	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
(£1,119 million)	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969	162‡	162				141	167	174									
	1968	*9*	*41*	*-7*	*1*	*2*	*33*	*39*	*48*	*-15*	*6*	*-11*	*-14*	*9*	*6*	*4*	*10*	*-8*
	1969	*-21§*	*-21*				*-24*	*-20*	*-19*									
Sales of secondhand motor vehicles	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
(£568 million)	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969	135‡	135				119	139	147									
	1968	*3*	*27*	*-6*	*-5*	*-4*	*19*	*30*	*31*	*-4*	*4*	*-13*	*-6*	*1*	*-7*	*-6*	*-7*	*—*
	1969	*-15§*	*-15*				*-5*	*-20*	*-15*									
All other sales and receipts	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
(£1,292 million)	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
	1969	162‡	162				160	158	166									
	1968	*11*	*11*	*12*	*10*	*10*	*5*	*8*	*19*	*15*	*14*	*9*	*9*	*12*	*9*	*10*	*8*	*11*
	1969	*7§*	*7*				*11*	*7*	*4*									

† The periods consist of four weeks except those marked * which are of five weeks.
‡ Index number for January to March 1969.
§ Percentage increase change for January to March 1969 compared with the corresponding period of 1968.

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Assets and Liabilities of hire purchase finance companies

AT THE END of March instalment credit debt owed to finance houses stood at £792 million, having fallen by £9 million since December 1968. This fall continued the downward movement in debt which began in the fourth quarter of 1968 and reflected the further decline in finance house business during the quarter. However, after adjustment for seasonal factors the fall in the quarter was reduced to £5 million. At the end of March debt outstanding was £15 million below the March 1968 level, but £24 million above the level of March 1967.

There was an increase of £10 million in holdings of other securities, which was partly offset by a decrease of £5 million in other advances and loans. As a result of the changes in the quarter, there was a decrease of £4 million in the total of selected assets.

The most significant change in selected liabilities in the quarter was the increase of £17 million in total deposits, brought about by higher deposits by United Kingdom financial institutions other than banks (£16 million), United Kingdom non-financial companies (£8 million) and other United Kingdom residents (£9 million); these increases were partly offset by decreases of £11 million and £5 million in deposits by United Kingdom banks and overseas residents respectively. The fall in deposits by overseas residents, to £38 million at the end of March 1969, has continued the almost uninterrupted decline in recent years of the value of this balance sheet item. An increase of £6 million in issued capital and reserves in the quarter was offset by decreases of £3 million in other borrowing and in bills discounted with United Kingdom banks and discount houses.

As a result of these changes and other small movements, the total of selected liabilities increased by £16 million in the quarter.

Selected assets and liabilities of finance companies

£ million

	Holdings at							
Selected Assets	31 Dec. 1965	31 Dec. 1966	31 Dec. 1967	31 Dec. 1968	30 June 1968	30 Sept. 1968	31 Dec. 1968	31 Mar. 1969
Assets with United Kingdom financial institutions other than banks	7	12	9	7	8	8	7	8
Trade investments and investments in unconsolidated subsidiaries	54	52	60	r 47	63	60	r 47	46
Other securities	20	35	24	17	17	23	17	27
Hire purchase, credit sales and other instalment credit outstanding (†)	894	807	786	801	813	818	801	792
Other advances and loans	133	120	127	r 116	125	114	r 116	111
Total	1,108	1,026	1,006	r 988	1,026	1,023	r 988	984
Selected Liabilities								
Bills discounted with United Kingdom banks and discount houses	114	121	106	116	137	120	116	113
Deposits by:								
(a) United Kingdom Banks	106	85	85	r 110	104	102	r 110	99
(b) Other United Kingdom financial institutions	61	76	71	r 91	63	78	r 91	107
(c) United Kingdom non-financial companies	255	262	249	r 269	254	261	r 269	277
(d) Other United Kingdom residents	96	115	104	r 101	106	105	r 101	110
(e) Overseas residents	136	131	88	43	71	54	43	38
	—	—	—	—	—	—	—	—
Total deposits	654	669	597	r 614	598	600	r 614	631
Other borrowing:								
(a) United Kingdom Banks (net) (‡)	113	47	84	78	61	89	78	77
(b) Other United Kingdom financial institutions	7	3	9	6	6	6	6	6
(c) United Kingdom non-financial companies	2	1	1	—	1	1	—	—
(d) Other United Kingdom residents	6	5	7	6	7	7	6	4
(e) Overseas residents	—	—	—	—	1	—	—	—
	—	—	—	—	—	—	—	—
Total other borrowing	128	56	101	90	76	103	90	87
Unearned finance charges	96	81	90	r 99	96	98	r 99	98
Issued capital and reserves (§)	174	180	186	190	188	189	190	196
Total	1,166	1,107	1,080	r 1,109	1,095	1,110	r 1,109	1,125

(†) Including agreements block discounted with finance houses by retailers.
(‡) Cash and balances with United Kingdom banks have been deducted from this item.
(§) As shown on each company's last balance sheet.

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Honda spare parts are carried on ship in Air Canada's own sealed sea-vans, and in palletised packages in the air. No pilfering, no damage. That means lower insurance rates. First saving.

Air Canada transports the goods from Vancouver dock to Vancouver airport. No wharfage or cartage charges. No damage Second saving.

Air Canada's freight rates on the Yokohama-London run are the cheapest available. That also means less duty and purchase tax. Third saving, fourth saving, fifth saving.

All in all, Honda started to save about £2 per hundred pounds weight of freight.

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Conclusions:

Now Honda use Air Canada sea-air freight for most stock replacements. And Buttercup's eyes are quite dry.

If this story has moved you, don't delay. See your cargo agent now to find out more about the *fastest* way to move stock from the Orient to Europe. Or ring Air Canada. Then you, too, can live happily ever after.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in March

THE TURNOVER of the catering trades in the first quarter of 1969 showed an increase of 7 per cent compared with the same period in 1968; an increase rather larger than the average for 1968 as a whole. The turnover of laundry and dry cleaning trades remained dull with an increase of only 1 per cent between the first quarters of 1968 and 1969; hairdressers' turnover rose by 3 per cent during this period.

Catering trades

The underlying trend in the value of the turnover of the catering trades which, as shown by the seasonally adjusted series, was rising recently, had virtually ceased to rise in the first quarter; and the seasonally adjusted index for this quarter was only about the same level as that for the fourth quarter of last year. There have been considerable fluctuations in the monthly figures which makes it less easy to discern the underlying trend: in calculating, however, the quarterly indices for the fourth quarter of 1968 and the first quarter of 1969 the seasonally adjusted indices for the months of December and January have been averaged in view of the apparent transfer of extra expenditure at Christmas and the New Year from the December period (in which it usually occurs) to the January period – as mentioned in the article on the January figures.

Value of catering trades' turnover

Seasonally adjusted index numbers of sales per week (current prices) 1964 = 100

	1967	1968	1969
1st quarter	114	116	122
2nd quarter	113	116	
3rd quarter	114	118	
4th quarter	113	122	

In March itself the increase on a year earlier was 5 per cent as compared with 4 per cent in February and 8 per cent in December and January combined. This year the Easter weekend fell a week after the end of the March period, whereas last year it fell two weeks after the end of the March period. The increase of 8 per cent in the turnover of licensed hotels in March this year as compared with March 1968 may consequently owe a little to the earlier start of Easter holidays this year.

Laundries and dry cleaners

The increase of 1 per cent in the turnover of laundries and dry cleaners between the first quarter of 1969 and the corresponding period last year was entirely attributable to the experience of laundries whose 3 per cent increase over this period is much in line with that recorded for the fourth quarter of 1968. The turnover of dry cleaners in the first quarter of 1969 fell by 3 per cent compared with a year earlier.

Hairdressers

The turnover of hairdressers for the first quarter of 1969 showed a 3 per cent increase over a year earlier, the same rate of growth recorded for the third and fourth quarters of 1968. The quarterly increases shown by the separate kinds of business within this group have also remained fairly steady.

Table 1. Catering

Index numbers of turnover per week and percentage increase on a year earlier† 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969		107				108	104	109									
	1968	*3*	—	*4*	*3*	*6*	*1*	*1*	*-1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*7§*	*7*				*12*	*4*	*5*									
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969		91				87	87	97									
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*-1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*9§*	*9*				*14*	*6*	*8*									
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969		104				103	103	105									
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*5*	*4*	*5*	*4*
	1969	*3§*	*3*				*7*	—	*2*									
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969		111				115	107	112									
	1968	*2*	*-1*	*3*	*1*	*0*	*1*	—	*-3*	*7*	*1*	*3*	*-1*	*2*	*2*	*8*	*9*	*4*
	1969	*9§*	*9*				*14*	*6*	*6*									
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969		120				119	119	123									
	1968	*5*	*5*	*2*	*0*	*5*	—	*4*	*11*	*-5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*6§*	*6*				*8*	*4*	*5*									

§ January-March.
† The monthly periods consist of four weeks, except those marked * which are of five weeks.
‡ Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

Table 2. Laundries and dry-cleaners (excluding launderettes)

Index numbers of turnover per week and percentage increases on a year earlier†

1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969		97				93	97	101									
	1968	—	*–1*	*–1*	*–1*	*1*	*–4*	*–3*	*1*	*–*		*–1*	—	—	*–2*	—	*3*	*1*
	1969	1§	*1*				*4*	*–1*	*1*									
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969		101				99	100	103									
	1968	*1*	—	*–1*	*1*	*3*	*–3*	*–2*	*4*	*–3*	*1*	*–1*	*1*	*1*	*1*	*3*	*4*	*3*
	1969	3§	*3*				*4*	*2*	*4*									
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969		92				84	91	98									
	1968	*–2*	*–2*	*–2*	*–3*	*–1*	*–6*	*–4*	*–4*	*–*		*–3*	*–4*	*–1*	*–6*	*–4*	*–*	*–2*
	1969	–3§	*–3*				*3*	*–5*	*–4*									

Table 3. Hairdressers

Index numbers of turnover per week and percentage increases over a year earlier†

1966 = 100

Kind of Business (Turnover in 1966 Provisional Estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969		101				99	98	104									
	1968	*2*	—		*3*	*3*	*–2*	*–1*	*1*	*3*	—	*3*	*2*	*2*	*3*	*2*	*3*	*3*
	1969	3§	*3*				*5*	—	*3*									
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969		100				101	98	99									
	1968	*4*	—	*4*	*5*	*4*	*1*	—	*–1*		—	*4*	*4*	*3*	*3*	*1*	*4*	*4*
	1969	2§	*2*				*1*	*1*	*4*									
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969		101				99	97	106									
	1968	*2*	—	*4*	*3*	*3*	*–2*	*–1*	*1*	*–*		*4*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	3§	*3*				*7*	*–1*	*2*									

For notes see Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 9 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Southern Star	Br/E 34118C	105	May 5	Columbia Pictures Corp. Ltd.	Columbia (British) Productions Ltd., London and Euro-France Films, s.a.r.l., Paris.
Before Winter Comes	Br/E 34119	103	May 5	" "	Windward Film Productions Ltd.
Up in the Air	Br/E 34127	55	May 8	Children's Film Foundation Ltd.	Fanfare Films Ltd. for Children's Film Foundation Ltd.
Movietone News 2083	Br/E 33806	7	May 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2083A	Br/E 33807	8	May 9	" "	" "
Pathe News 69-37	Br/E 33858	8	May 9	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-38	Br/E 33859	8	May 9	" "	" "
				FOREIGN	
Lucrezia	F 34120	85	May 6	Compton Film Distributors Ltd.	Denwer Films Rome.
Roseanna	F 34121	94	May 6	Cinecenta Film Distributors Ltd.	Minerva International Films A.B., Stockholm.
Angel Baby	F 34122	74	May 6	" "	Robert Houwer Film Productions, Munich.
Red Angel	F 34123	94	May 6	" "	Daiei Motion Picture Co. Ltd., Tokyo.
The Guru	F 34124	112	May 7	Twentieth Century-Fox Film Co. Ltd.	Arcadia Films Inc., and Merchant Ivory Productions, Bombay.
General's Little Helper	F 34125	5	May 7	" " "	Terrytoons Inc.
Space Pet	F 34126	6	May 7	" " "	" "
The Awful Truth	F 34128	95	May 8	Aphrodite Film Distributors	Finos Films, Athens.
Blackmail	F 34129	94	May 8	" "	G.D. Films, Athens.

Note: In the list of films registered during the week ended Friday, May 2, 1969, the title of the film registration No. Br/E 34106 should read 'Road to Caernarvon' and the maker of the film 'Carved out of Eden' should read Harold Baim Productions Ltd.

United Kingdom trade in the first quarter

Provisional figures for United Kingdom trade in March were published on April 15; this article provides a more detailed anaysis of trends.

Summary

EXPORTS AND IMPORTS in the first quarter were little changed in value from their levels in the fourth quarter of 1968. However both were reduced by the dock strikes in eastern ports of the United States, which started on December 20 and ended in the later part of February. There was a slight fall in the volume of exports after strong growth last year, and a small easing back in the volume of imports. The pause in the growth of exports and the continuation of a near level trend in imports left the deficit on visible trade in the first quarter unchanged from its level in the fourth quarter of 1968.

Exports in the first quarter were £541 million a month, seasonally adjusted, only slightly lower than in the fourth quarter and £12 million above the average in the third quarter of last year. In volume terms, however, exports were 2 per cent less than in the fourth quarter. The pause in the growth of exports is partly accounted for by the interruption of deliveries to the United States. Another significant factor was a fall of about £8 million a month in deliveries of ships and aircraft which tend to fluctuate sharply in the short term.

Compared with a year ago exports in the first quarter were 8 per cent higher, but this comparison understates the underlying increase due to the substantial carry-over into the first quarter of 1968 of shipments which had been delayed by the United Kingdom dock strikes towards the end of 1967. Since the middle two quarters of 1967, before devaluation and the dock strikes affected the figures, exports have increased by 28 per cent in terms of sterling and 10 per cent in terms of United States dollars. Over the same period the volume of exports increased by about 14 per cent. Export prices since October 1967, the month before devaluation, have increased by 10 per cent.

The value of imports (excluding United States military aircraft) in the first quarter was £656 million a month (seasonally adjusted), much the same as the rate in the last two quarters of 1968, but marginally (1 per cent) lower by volume. The dock strikes in the United States, clearly caused some reduction in the first quarter. Some commodities which are normally imported from the United States may, however, have been imported from alternative sources, and the shortfall may not be fully made good. The import deposit scheme has probably also had some effect in restraining imports. Goods subject to the scheme were a little lower in the first quarter than in the fourth quarter of last year, but this was also due in some measure to delays in arrivals from North America and the effects of the two factors cannot be isolated.

There has been no significant change in the volume of imports during 1968 and the first quarter of this year; the volume of imports in the most recent quarter was, in fact, a little lower than it was in the first quarter of 1968, despite strong growth in the United Kingdom economy over the period. Since the middle two quarters of 1967 imports have risen by 26 per cent by value and 10 per cent in volume. Import prices were 3 per cent higher in the first quarter of 1969 compared with a year earlier; the unit value index of imports has risen by 12 per cent since devaluation.

Visible trade balance

The deficit on visible trade in the first quarter is provisionally estimated to have averaged £43 million a month, the same as in the last quarter of 1968. The unchanged rate of the deficit, following the marked improvement during 1968 reflects the pause in the growth of exports which, last year, rose strongly and much more than offset the modest rise in the value of imports in the course of the year.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings the surplus on which averaged £31 million a month in 1968. The third element making up the full current account is the payments for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968, and have been made largely out of corresponding loans from the Export-Import Bank which are included in the capital account of the balance of payments.

Exports

Exports expanded very strongly during 1968. Towards the end of the year the rate of growth slowed down and in the first quarter of this year the value of exports was a little lower than the previous quarter.

Table 1A. United Kingdom trade
Seasonally adjusted — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†
			Total	Excluding US military aircraft, etc.	
1967	419	15	536	533	- 45
1968	515	18	658	646	- 57
1967 1st quarter	447	16	526	524	- 9
2nd quarter	427	15	530	525	- 37
3rd quarter	421	16	519	515	- 25
4th quarter	381	15	571	566	-108
1968 1st quarter	500	18	647	641	- 59
2nd quarter	486	17	642	633	- 76
3rd quarter	529	19	666	654	- 51
4th quarter	544	19	678	657	- 43
October	530	19	674	667	- 66
November	565	19	693	653	- 16
December	536	18	666	651	- 46
1969 January	557	20	666	648	- 12p
February	524	15	678	655	- 64p
March	543	20	676	665	- 52p
1968 Oct.-Dec.	544	19	678	657	- 43
1969 Jan.-March	541	18	673	656	- 43p

†Excluding transactions relating to US military aircraft financed by Exim bank credit. (See Notes.)

Table 1B. Three monthly averages (‡)
Seasonally adjusted — £ million per month

1968 April	494	18	657	650	- 79
May	489	17	656	648	- 86
June	486	17	642	633	- 76
July	493	17	649	640	- 76
August	511	18	651	640	- 58
September	529	19	666	654	- 51
October	537	19	667	655	- 43
November	545	19	676	656	- 40
December	544	19	678	657	- 43
1969 January	552	19	675	650	- 25
February	539	18	670	651	- 41
March	541	18	673	656	- 43

(‡) Average of month shown and two preceding months

Export prices, as measured by the unit value index, increased by about 1 per cent in the first quarter compared with the previous quarter and by about 5 per cent compared with a year earlier. Since October 1967 the index has increased by 10 per cent in terms of sterling, but it has fallen by 6 per cent measured in terms of United States dollars, so that United Kingdom exports still maintain a marked price advantage compared with most of our competitors as a result of devaluation, especially if allowance is also made for a small average price increase in the products of our competitors in overseas markets.

The strong growth in exports last year was influenced by the stimulus of devaluation, but the exceptionally rapid growth in world trade also had an important effect. The longer term effects of devaluation, as reflected in the big increases in export orders for engineering goods, have yet to be realized.

Table 1C
Recorded values — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excluding US military aircraft, etc.
1967 1st quarter	444·8	15·4	536·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	550·4	19·3	674·3	653·2
1969 1st quarter	533·5	18·9	686·1	669·0
January	548·4	19·9	733·7	715·7
February	506·5	14·0	638·2	615·9
March	545·2	22·5	687·4	676·3

Table 1D. Changes in value, volume and unit values of exports and imports
Seasonally adjusted except Unit Values — monthly averages

	Exports f.o.b.			Imports c.i.f. excluding US military aircraft, etc.			Terms of trade†
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961 = 100		£m.	1961 = 100		1961=100
1967							
1st qtr.	447	*129*	*114*	524	*132*	*108*	*105*
2nd qtr.	427	*122*	*114*	525	*133*	*107*	*106*
3rd qtr.	421	*121*	*115*	515	*127*	*108*	*106*
October	—	—	*116*	—	—	*110*	*105*
4th qtr.	381	*104*	*116*	566	*134*	*113*	*103*
1968							
1st qtr.	500	*135*	*121*	641	*144*	*120*	*101*
2nd qtr.	486	*130*	*123*	633	*141*	*121*	*102*
3rd qtr.	529	*139*	*125*	654	*144*	*122*	*103*
4th qtr.	544	*142*	*126*	657	*144*	*123*	*102*
1969							
1st qtr.	541	*138*	*127*	656	*145*	*124*	*103*
% increase Oct.'67–1st Qtr. 1969	—	—	+10	—	—	+12	-2

(†) Export Unit Value Index as percentage of the Import Unit Value Index.

As already indicated, an important factor in the pause in exports recently was the interruption of deliveries to the United States while the dock strikes in that country were taking place. Exports to North America averaged £89 million a month in the first quarter of this year compared with £99 million a month in the fourth quarter of 1968, when deliveries were probably inflated to some extent by certain cargoes which had been speeded up to arrive before the dock strikes began. It is difficult to assess the underlying trend in exports to North America since the extent of such early shipments cannot be determined. Exports to North America as a whole were 10 per cent lower in the first quarter, but within the total the value of deliveries to the United States fell by 17 per cent, while exports to Canada increased by 13 per cent. Another factor in the pause in exports in the first quarter was markedly lower deliveries of the erratic category of ships and aircraft, which were particularly high in the last quarter of 1968. Exports of the group 'other transport equipment', which includes these large value items, averaged £18 million a month in the first three quarters of 1968 and £29 million a month in the fourth quarter, before falling back to £21 million a month in the first quarter of this year. The fall in 'other transport equipment' was also partly in lower deliveries to the United States.

Exports to Western Europe as a whole showed no change between the fourth quarter of 1968 and the first quarter of this year. Sharply lower deliveries of ships led to a small fall in exports to the Common Market but deliveries to EFTA increased by 3 per cent.

The value of exports to the sterling area increased by 3 per cent in the first quarter. Out of the four main developed sterling area countries there were increased shipments to Australia, New Zealand and South Africa, but a fall to the Irish Republic. Exports to both Latin America and Soviet Eastern Europe fell, but there was a marked increase in deliveries to the rest of the world.

The commodity pattern of exports was also distorted by the United States dock strikes; in particular most of the 13 per cent fall in exports of beverages and tobacco between the last quarter of 1968 and the first quarter of this year reflects the building up of stocks of whisky in the United States in the earlier period and a fall thereafter.

Exports of road motor vehicles, after a pause between the third and fourth quarters of last year, increased again in the first quarter, by 7 per cent. Machinery exports fell back slightly from the high level reached in the fourth quarter of 1968, a substantial part of the fall being due to lower deliveries of aircraft engines. Diamond exports, which can show large fluctuations from month to month, were mainly responsible for the 8 per cent increases in the other manufactured goods category.

Imports

Both the value and volume of imports (excluding United States military aircraft) have continued about a fairly level trend in recent months. The volume in the first quarter was in fact about 1 per cent lower both as compared with the preceding quarter and with the first quarter of 1968 despite strong growth in the United Kingdom economy last year.

On average, import prices continued to edge up a little in the first quarter. These have risen by about 1 per cent per quarter over the last year and are now about 12 per cent higher than before devaluation.

Imports of food, beverages and tobacco rose by just over 1 per cent between the fourth quarter of 1968 and the first quarter of this year, but this increase covers widely varying experience in the components. In particular, imports of tobacco fell by 18 per cent, reflecting the effect of the American dock strike, and imports of cereals and animal feeding stuffs were 11 per cent lower. These were more than offset in the group as a whole by marked increases in imports of meat and of fruit and vegetables.

Imports of fuels in the first quarter were slightly higher by value than in the last quarter of 1968. The unit values of these imports continued to fall, however, with a decrease of nearly 2 per cent between the two quarters. The volume increased by 3½ per cent to continue the strong growth that occurred during 1968.

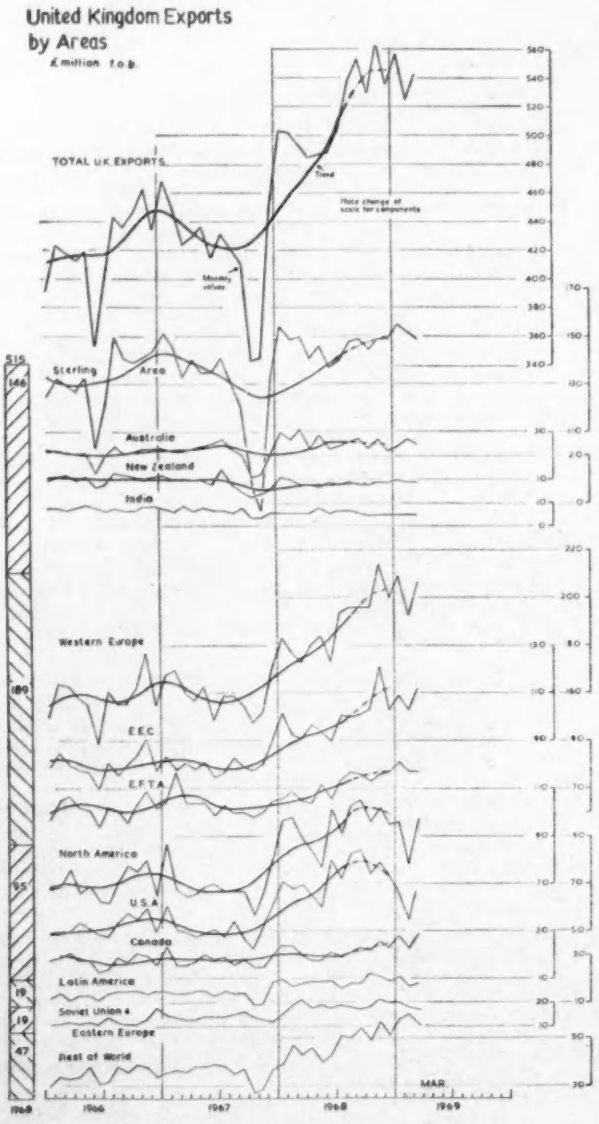

Table A. United Kingdom exports: areas (†)

Seasonally adjusted, monthly averages or calendar months. £ million f.o.b.

	1968				1969			1968	1969
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
STERLING AREA	151	141	146	147	155	152	149	147	152
Australia	29	25	26	24	24	27	25	24	26
New Zealand	10	8	8	8	10	9	9	8	9
India	6	7	6	5	5	5	5	5	5
South Africa Republic	22	21	23	21	23	20	22	21	22
Irish Republic	18	20	23	25	24	25	22	25	24
WESTERN EUROPE	178	179	195	203	209	193	207	203	203
EEC	95	94	101	109	109	103	112	109	108
EFTA	67	68	76	75	81	77	77	75	78
Other	17	17	17	20	19	19	21	20	20
NORTH AMERICA	95	87	99	98	93	78	97	98	89
USA and Dependencies	70	68	80	75	66	55	67	75	63
Canada	23	19	21	24	28	23	29	24	27
LATIN AMERICA	18	19	17	21	21	17	18	21	18
SOVIET UNION AND EASTERN EUROPE	18	18	18	20	20	18	17	20	18
REST OF WORLD	43	43	51	52	58	60	55	52	58
TOTAL	500	486	529	544	557	524	543	544	541

(†) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

Imports of basic materials continued at the same level as in the last quarter of 1968, and have shown little change in value since the second quarter of last year, although the unit value index has risen slowly. By volume, imports of basic materials in the first quarter were slightly lower than in the fourth quarter and only slightly higher than a year earlier.

Imports of semi-manufactures as a whole were 2 per cent higher in the first quarter of 1969 compared with the previous quarter. Prices increased by 2 per cent, due mainly to increased prices for non-ferrous metals, especially copper. The volume remained unchanged. Many of these imports are subject to the import deposit scheme, but also are normally received on a significant scale from the United States. These imports have been moving upwards over the last year.

Chemicals showed little change from the level of the previous six months. Imports of other semi-manufactures were rather more than 3 per cent higher in value than in the last quarter of 1968. Part of the increase is attributable to the high prices ruling for copper and part to the continued growth of the entrepôt trade in precious stones in the London markets. Imports of tyres continued high, but below the very high level experienced last year following the introduction of new tyre safety regulations. Imports of silver bullion were below the high level of last year but still considerably above the normal level in years prior to 1968.

Imports of finished manufactures (excluding United States military aircraft) no doubt influenced in part by the dock strikes in the United States, fell back sharply in the first quarter, and were 8 per cent lower than in the fourth quarter of 1968. These imports are also largely subject to the import deposit scheme.

The fall in the first quarter was mainly in imports of capital goods; imports of consumer goods were little changed from their level in the last quarter of 1968.

In the area pattern of trade, there have been sharp fluctuations in imports from the main areas. As a result of the American dock strike imports from North America were 11 per cent lower than in the fourth quarter of 1968. A drop of £19 million in imports from the United States was partly offset by an increase in imports from Canada.

Imports from the sterling area rose by nearly 8 per cent. This was due partly to increased imports of food from Australia, and partly to some change in sources of fuel imports. This is also reflected in the fall in imports from the 'rest of the world'. Imports from Western Europe and Latin America were little changed, but those from the Soviet Union and Eastern Europe rose sharply.

AREA PATTERN OF EXPORTS

North America

Exports to North America, at £89 million a month, were 10 per cent lower in the first quarter than in the fourth quarter of 1968. A rise of 13 per cent in deliveries to Canada (£3 million a month) was more than offset by a fall of 17 per cent (£13 million a month) in exports to the United States. The fall in exports was due to the east coast dock strikes in the United States, which began on December 20 last year and continued at New York, which takes about one-third of our exports sent by sea until February 17, with other ports gradually resuming work later.

Exports to the United States grew strongly in 1968, partly in response to the vigorous expansion of the United States economy. The growth of exports through the year, however, was far from smooth. The dock strike in the United Kingdom at the end of 1967 inflated the figures for the early months of 1968 and exports fell back slightly in the second quarter. In the third quarter there was a sharp increase in deliveries, some of which may have been due to anticipatory buying since the dock strikes were originally threatened for the autumn. Exports again dropped back in the fourth quarter although remaining at a high level, and in addition to the effects of dock strikes there is the possibility that some exports may have been held back in order to benefit from the relatively small Kennedy round tariff cuts at the end of the year. In view of these distorting factors, it is difficult to determine the underlying trend in exports to the United States.

One commodity in which there is known to have been substantial precautionary stock-building is whisky; deliveries were £11 million a month in the third quarter of last year, nearly double the level in the first half of the year, but fell back to £8 million in the fourth quarter and to £3 million in the first quarter of this year. The United States is a major market for diamond exports and although

the month to month figures can show wide variations the level of exports in the first three months were about twice the level in the previous quarter. Deliveries of aircraft engines, some of them for incorporation in military aircraft to be purchased by the United Kingdom were about £5 million below the average for last year.

Exports to Canada rose sharply from £24 million a month in

(*Continued on next page*)

Table 2

United Kingdom exports: by areas and countries. Sterling Area
quarters or quarterly averages
percentage increase on a year earlier — £ million f.o.b.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
COMMONWEALTH EUROPE	10·5	20	14·8	72	11·7	9
Cyprus	4·8	18	8·3	99	5·5	10
OTHER WESTERN HEMISPHERE	24·0	8	29·2	51	24·6	– 1
Jamaica	6·8	13	7·7	47	7·0	2
Trinidad	5·7	11	6·3	41	5·5	–10
AUSTRALASIA & PACIFIC	109·0	9	98·5	68	105·9	–12
Australia	80·6	16	70·6	57	76·5	–14
Seasonally adjusted	80		72		77	
New Zealand	26·0	–11	25·2	107	27·3	– 3
Seasonally adjusted	26		25		28	
COMMONWEALTH ASIA	76·4	– 2	78·7	28	76·7	– 4
India	18·8	–16	15·3	5	15·5	–14
Seasonally adjusted	19		16		16	
Pakistan	10·6	–20	15·0	35	12·6	7
Ceylon	5·5	7	6·4	23	6·8	23
Malaysia	12·2	7	11·3	26	10·2	–22
Singapore	10·1	10	9·5	18	10·0	–12
Hong Kong	18·5	15	20·8	62	20·8	8
COMMONWEALTH WEST AFRICA	25·1	– 5	27·8	38	31·3	17
Sierra Leone	2·4	17	2·5	27	2·9	41
Ghana	8·2	3	8·0	23	8·8	– 6
Nigeria	13·7	13	16·6	51	18·8	32
OTHER COMMONWEALTH AFRICA	31·8	6	28·9	55	29·6	–15
Zambia	9·2	32	7·5	41	8·5	–12
Malawi	1·9	15	1·5	40	1·6	–12
Tanzania	4·8	24	4·2	59	4·5	–12
Kenya	11·8	–13	11·7	68	10·6	–22
Mauritius	1·5	3	1·4	28	1·2	–30
COMMONWEALTH MIDDLE EAST	8·7	40	10·1	86	9·1	–15
Bahrain	2·6	25	2·7	34	2·3	–31
NON-COMMONWEALTH MIDDLE EAST	20·4	14	20·7	60	24·1	17
Libya	8·6	46	8·5	73	8·1	—
Jordan	2·0	4	2·0	71	4·3	106
Southern Yemen	2·2	–16	1·6	3	1·3	–48
Kuwait	6·9	2	7·9	61	9·1	27
OTHER STERLING AREA	128·7	11	143·4	37	137·9	11
Irish Republic	61·2	33	76·8	59	69·8	27
Seasonally adjusted	62		76		71	
Iceland	1·7	– 5	1·8	– 3	1·1	–13
Republic of South Africa	65·5	– 3	64·4	18	66·6	– 1
Seasonally adjusted	66		63		65	
South West Africa	0·3	–53	0·4	262	0·4	–19
TOTAL STERLING AREA	434·5	7	452·1	46	450·9	—
Seasonally adjusted	438		442		457	

Table 2 – continued

United Kingdom exports: by area and countries. Non-Sterling Area
quarters or quarterly averages
percentage increase on a year earlier — £ million f.o.b.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
NORTH AMERICA	277·3	36	306·3	40	245·2	17
Seasonally adjusted	282		294		268	
Canada	61·7	15	73·8	42	71·9	17
Seasonally adjusted	63		71		80	
United States & Deps.	215·5	44	232·5	40	173·2	–13
Seasonally adjusted	218		226		188	
WESTERN EUROPE	552·3	15	608·1	29	620·7	13
Seasonally adjusted	552		610		609	
EFTA (including Finland)	209·8	10	228·0	23	234·0	15
Seasonally adjusted	210		226		234	
Finland	19·4	5	20·4	31	20·6	22
Sweden	62·4	14	69·2	26	68·7	9
Seasonally adjusted	63		66		69	
Norway	30·2	– 3	33·9	—	29·0	– 7
Denmark, Faroes and Greenland	40·0	9	42·5	23	46·5	20
Switzerland & Leichtenstein	30·7	8	32·8	28	36·2	29
Portugal, Azores & Madeira	14·5	19	16·1	41	18·7	34
Austria	12·6	28	13·2	45	14·3	21
EEC	291·1	22	322·6	31	327·4	11
Seasonally adjusted	289		328		324	
Western Germany	78·8	34	86·9	25	80·6	4
Seasonally adjusted	79		85		83	
Netherlands	58·1	23	68·1	32	61·3	8
Seasonally adjusted	59		67		61	
Belgium & Luxembourg	59·1	28	58·3	47	71·7	21
Seasonally adjusted	58		61		68	
France	56·2	11	65·7	27	71·0	22
Seasonally adjusted	56		66		70	
Italy	38·9	10	43·6	28	42·8	– 1
Seasonally adjusted	39		43		43	
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	27·0	– 1	31·9	51	31·8	18
Other	24·3	8	25·6	44	27·5	17
SOVIET UNION AND EASTERN EUROPE	53·9	27	60·9	53	53·8	– 1
Seasonally adjusted	55		59		55	
Soviet Union	24·8	57	27·7	75	23·3	–14
Other	29·1	9	33·2	38	30·5	12
LATIN AMERICA	53·5	26	65·0	64	54·1	– 3
Seasonally adjusted	54		62		55	
Venezuela	7·6	42	9·5	79	7·4	3
Argentine Republic	7·4	35	11·3	35	9·5	35
Other	38·4	21	44·1	70	37·3	–11
OTHER NON-STERLING	136·7	22	158·9	72	175·8	33
Seasonally adjusted	137		157		173	
Middle East	63·9	38	79·4	118	83·7	33
Israel	20·9	63	24·1	122	27·6	22
Africa	14·2	64	13·1	30	18·4	54
Asia	49·3	—	57·6	47	65·0	36
Burma	1·8	14	2·2	45	2·0	55
Japan	22·7	7	26·7	39	28·1	21
Seasonally adjusted	23		27		29	
Extra-European Possessions of European Countries	9·3	25	8·9	25	8·7	–11
TOTAL NON-STERLING AREA	1,073·7	22	1,199·2	39	1,149·6	9
Seasonally adjusted	1,079		1,182		1,161	

the fourth quarter of 1968 to £27 million a month in the first quarter, on a seasonally adjusted basis. The monthly figures in the first quarter fluctuated considerably with deliveries high in January and March and relatively low in February.

Western Europe

Exports to Western Europe, after rising strongly through 1968, were unchanged at £203 million a month, between the fourth quarter of last year and the first quarter of this year. In volume, however, there was probably a slight fall. Deliveries by value to the EEC fell by 1 per cent, but exports to the EFTA countries were 3 per cent higher.

Economic activity in the EEC over the past year has expanded fast: the German economy has continued to grow strongly since the recession of 1967; output in France has recovered sharply from the strikes of last summer; and the remaining countries of the community have all been growing fairly vigorously.

Exports to Germany in the first quarter of this year fell by 3 per cent after rising sharply in the previous quarter. The uneven growth of exports, however, is partly explicable by deliveries of ships, which were low in the third quarter of 1968 and again in the first quarter of this year. The fall in exports to the Netherlands was also largely due to the high deliveries of ships in the fourth quarter of last year and their decline in the first three months of this year.

Imports into France have remained high despite the deflationary measures of last autumn in that country. France and Belgium were the only two Common Market countries where our exports increased in the first quarter; deliveries to France rose by 6 per cent and to Belgium by 12 per cent. A substantial part of the Belgium trade, however, consists of diamonds and in the first three months of the year diamond exports to Belgium have been running at a high level. Shipments to Italy fell by 1 per cent from the record level in the fourth quarter.

Imports into the EFTA countries have been growing strongly as the economies of the more important countries have been in an expansionary phase. Our exports to the EFTA countries, valued at £78 million a month in the first quarter of 1969, rose by 3 per cent compared with the previous three months and were 17 per cent higher than a year ago (EFTA was the market least affected by the 1967 dock strikes). Deliveries to Sweden, which account for about 30 per cent of our exports to the EFTA market, rose by 4 per cent in the first quarter compared with the previous quarter and by 13 per cent compared with the first quarter of 1968. Apart from Norway which is heavily affected by deliveries of ships, substantial increases were recorded in all the remaining EFTA countries in comparison with the first quarter of 1968.

Exports to the rest of Western Europe, of which Spain accounts for over a half, declined slightly in the first three months of the year.

Overseas sterling area

Exports to the overseas sterling area which totalled £152 million a month in the first quarter were only slightly above the level of a year ago, but this is largely due to the distortions of the dock strikes at the end of 1967; the sterling area was more severely affected by the strikes than any other area. The underlying trend of exports has been rising moderately and in the first quarter the level of deliveries were 3 per cent higher than in the previous quarter.

Over half of our exports to the sterling area go to the four main developed sterling area countries. Exports to the Irish Republic grew rapidly through 1968, but in the first three months of 1969 they fell back from the high level in the previous quarter. Diamond exports to the Republic, however, were unusually high in the fourth quarter of last year and have fallen back this quarter. The New Zealand economy has been growing again after the 1967-68 recession and imports have recently been rising rapidly; our exports have broadly followed the same cycle and in the first three months of the year were 15 per cent above the low point in the second quarter of 1968, but still below the level reached in 1966. Until the first quarter of this year imports into Australia had also been growing strongly, but although our exports rose by 7 per cent between the last two quarters, the value of deliveries in the first quarter was below the level in the third quarter of last year. South African imports grew through 1968, but our exports to that country have not yet shown any strong upward movement. In the first quarter of 1969, our exports to that market valued at £22 million a month were the same as a year earlier.

Deliveries to the developing sterling area countries as a group rose by 2 per cent over the last quarter of 1968. Exports to India were at the same level as in the previous quarter, but there is little evidence that the secular fall has been permanently halted. The recent political upheavals in Pakistan do not appear to have affected exports to that country as yet. Exports to Hong Kong maintained their recent high levels and there was a rise in exports to the sterling area countries of the Middle East. Deliveries to West African sterling area countries rose sharply compared with the previous quarter, mainly as a result of a recovery of exports to Nigeria; exports also increased to sterling area countries elsewhere in Africa.

Rest of the World

Deliveries to Latin America, which have been growing strongly since devaluation, fell back sharply in the first three months of this year and were 11 per cent (£2 million a month) lower than in the fourth quarter of last year. Most of the reversal is explicable in terms of the fall in deliveries of aircraft, mostly to Brazil and Argentina, which were unusually high in the fourth quarter. Exports to the Soviet Union and Eastern Europe were lower in the first quarter of the year than in the previous quarter, but maintained the high levels reached in the first three quarters of 1968. Exports to the rest of the world have been rising strongly since the early part of last year and were 10 per cent (£5 million a month) higher in the first quarter compared with the previous quarter and about a third higher (£14 million a month than they were in the first quarter of 1968. Japan is our largest single market in this group of countries and its economy has been expanding remarkably rapidly since 1966. Exports to Japan have also grown over the same period and the growth has continued into the first quarter of the year when exports were 8 per cent higher than in the previous quarter.

COMMODITY PATTERN OF EXPORTS

Manufactured goods

Exports of manufactured goods in the first quarter of the year rose by 1 per cent in value, but fell by 1 per cent in volume compared with the previous quarter.

The moderate upward trend of exports of chemicals continued in the first three months of this year and at an average of £52 million a month were about 2 per cent higher in value and 1 per cent in volume than in the last quarter of 1968. Manufactured goods classified chiefly by materials increased by 8 per cent over the previous quarter, but a substantial part of the increase was due to the high level of exports of diamonds (which averaged £33 million a month); compared with 12 months ago exports of pearls and diamonds were nearly 40 per cent higher.

Exports of textiles have been on an upward trend since the beginning of 1968 and increased by about 2 per cent between the last two quarters. Exports of metals and manufactures of metals also increased by about 2 per cent over the same period.

Deliveries of machinery and transport equipment were £222 million a month in the first quarter of the year, 3 per cent below, in both value and volume, the record level in the fourth quarter of last year. The decline in this important sector of our export trade was partly due to the interruption to exports intended for the United States, but also reflected a fall from a high value of ships exported in the fourth quarter. The falls in exports of non-electrical machinery and other transport equipment were partly offset by increased deliveries of electrical machinery and road motor vehicles. Exports of non-electrical machinery averaged £109 million a month compared with £110 million in the last quarter of 1968; within the group the most substantial fall was in deliveries of aircraft engines. Electrical machinery at £34 million a month showed a slight increase over the average for the fourth quarter of last year. Exports of road motor vehicles were 7 per cent above the level in the previous quarter and have grown strongly, if somewhat unevenly, since devaluation. Exports of other transport equipment, which is dominated by the ships and aircraft items, fell by 30 per cent from a monthly average of £29 million in the final quarter of 1968 to £21 million in the first three months of this year. Deliveries of ships and aircraft were much higher in the fourth quarter of 1968 than in either the preceding three quarters or the first quarter of this year. There was a fall of £11 million in deliveries of aircraft

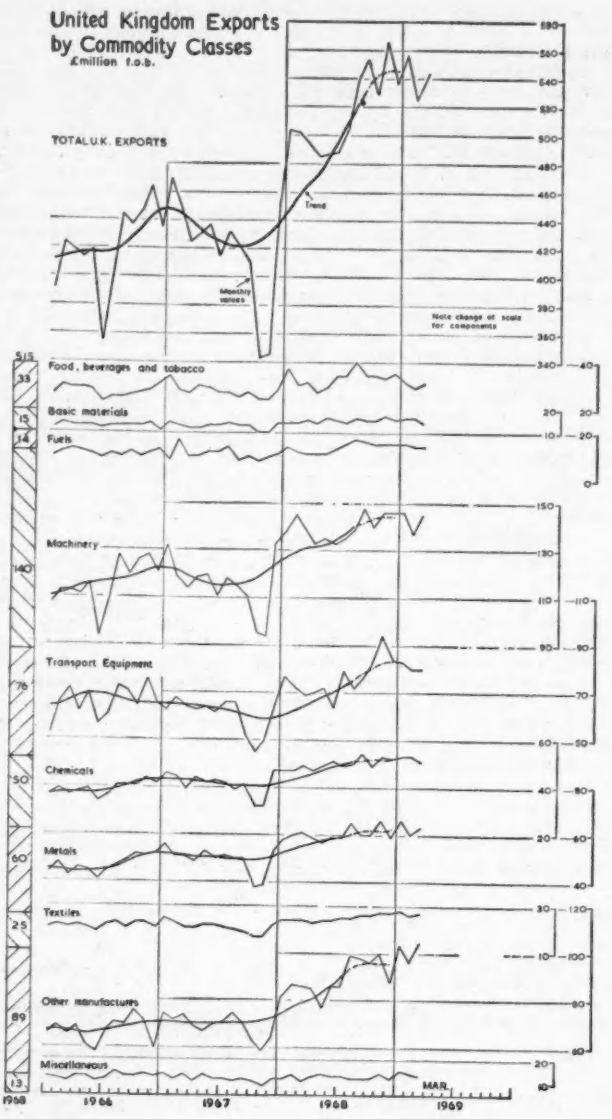

Table B. United Kingdom exports: commodity classes

Seasonally adjusted monthly averages or calendar months. £ million f.o.b

	1968				1969			1968	1969
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
FOOD, BEVERAGES AND TOBACCO	32	30	36	34	31	29	31	34	30
BASIC MATERIALS	14	15	15	16	16	16	14	16	15
FUELS	12	12	16	15	15	14	14	15	14
MANUFACTURES	427	418	451	463	483	450	469	463	468
Non-electric machinery	106	101	106	110	111	105	109	110	109
Electric machinery	35	33	35	34	35	32	36	34	34
Road motor vehicles	51	53	58	57	62	60	63	57	62
Other transport equipment	21	15	18	29	21	22	19	29	21
Chemicals	48	49	51	51	53	53	51	51	52
Metals and miscellaneous metal manufactures	59	58	61	61	66	60	63	61	63
Textiles	24	24	25	27	28	26	27	27	27
Other	85	83	95	93	103	96	104	93	101
Clothing and footwear	8	9	9	11	10	9	10	11	10
Instruments	12	12	13	13	14	13	13	13	13
MISCELLANEOUS	12	14	13	13	15	14	13	13	14
TOTAL	500	486	529	544	557	524	543	544	541

and aircraft parts between the last two quarters and a fall of £19 million in deliveries of ships.

There was only a small increase in exports of miscellaneous manufactured articles in the first quarter of this year although they grew quite strongly through 1968. Exports of scientific instruments increased by about 1 per cent in the first quarter, but deliveries of clothing and footwear which averaged about £10 million a month were £1 million below the level in the previous quarter.

Other goods

Shipments in the non-manufacturing categories all sustained falls in the first quarter. The largest percentage loss (13 per cent) was in exports of beverages and tobacco which fell from a monthly average of £18 million in the fourth quarter of last year to £16 million in the first quarter of 1969. This was due to the heavy anticipatory buying of whisky in the United States market in the second half of 1968. Deliveries of food and live animals at a monthly average of £14 million decreased by 11 per cent between the last two quarters and exports of inedible crude materials (except fuels) fell by 2 per cent. Exports of mineral fuels and lubricants in the first quarter of 1969 were 5 per cent (nearly £1 million a month) below the fourth quarter of 1968.

(*Continued on next page*)

Table 3

United Kingdom exports: Machinery and transport equipment

Quarters or quarterly averages
percentage increase on a year earlier £ million f.o.b

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
MACHINERY OTHER THAN ELECTRIC	313·2	*19*	329·4	*35*	325·5	*1*
Seasonally adjusted	*313*		*331*		*326*	
Aircraft engines	34·7	*84*	42·8	*38*	31·2	*–17*
Internal combustion engines other than aircraft	29·7	*7*	33·2	*45*	32·2	*12*
Other power generating equipment	11·5	*18*	10·5	*26*	9·1	*–33*
Tractors	26·6	*8*	25·7	*12*	29·9	*18*
Other agricultural machinery	8·6	*15*	7·4	*68*	8·8	*7*
Office machines	22·2	*13*	23·5	*20*	23·4	*3*
Metal working machinery	17·0	*18*	18·7	*57*	17·5	*4*
Textile leather machinery	29·4	*24*	31·4	*39*	32·8	*4*
Machines for special industries	38·4	*20*	39·4	*44*	40·8	*5*
Heating and cooling equipment	14·5	*12*	15·4	*38*	12·3	*–24*
Pumps, centrifuges, etc.	14·2	*8*	15·7	*46*	15·7	*12*
Mechanical handling equipment	11·7	*1*	11·3	*18*	13·3	*9*
Other machinery	54·6	*12*	54·2	*32*	58·4	*1*
ELECTRICAL MACHINERY	102·6	*16*	101·7	*26*	103·0	*– 4*
Seasonally adjusted	*103*		*101*		*103*	
Electric power machinery	15·4	*7*	13·5	*14*	15·4	*– 7*
Switchgear	9·3	*3*	9·3	*38*	10·0	*– 5*
Electric distribution equipment	12·0	*47*	10·4	*45*	7·5	*–31*
Televisions, radios	1·7	*9*	2·1	*65*	2·3	*41*
Other telecommunications equipment	24·6	*21*	22·1	*– 3*	22·6	*–17*
Domestic electric equipment	8·5	*23*	10·0	*57*	10·0	*24*
Other electrical machinery	31·2	*12*	34·3	*41*	35·2	*8*
TRANSPORT EQUIPMENT	218·6	*14*	254·4	*65*	245·1	*11*
Road motor vehicles	164·5	*17*	166·0	*64*	185·7	*18*
Seasonally adjusted	*163*		*172*		*185*	
Cars and chassis	71·5	*23*	65·9	*79*	79·4	*33*
Commercial vehicles and chassis	30·5	*– 3*	33·5	*72*	40·3	*34*
Aircraft and parts	28·9	*16*	48·5	*113*	38·0	*15*
Ships and boats	15·9	*2*	30·0	*36*	11·0	*–47*
MACHINERY AND TRANSPORT EQUIPMENT	634·3	*17*	685·5	*43*	673·6	*3*
Seasonally adjusted	*633*		*688*		*667*	

UNITED KINGDOM TRADE, *continued*

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

Imports of food, beverages and tobacco were little changed in value in the first quarter of 1969 compared with the previous quarter. Import prices edged up slightly and there was a small fall in the volume of these products. Within the total, imports of beverages were unchanged in value from the fourth quarter of 1968, and a small rise in food imports was more than offset by lower arrivals of tobacco from the United States which were affected by the American dock strikes.

Imports of food (including live animals) at £148 million a month, seasonally adjusted were £3 million a month, 2 per cent more than in the fourth quarter of last year, and slightly higher than the peak level reached at the beginning of 1968, when delays from earlier strikes in London and Liverpool and the restocking of animal feed after the foot and mouth epidemic contributed to high imports. Higher imports of meat and fruit were largely responsible for the rise in the first quarter of this year: imports of cereals and feeding stuffs fell markedly and there was a small fall in imports of dairy produce and eggs. Imports of other foods were little changed.

Imports of meat and meat preparations in the first quarter of this year increased by 5 per cent (£2 million a month). Meat prices last year were affected by the aftermath of the foot and mouth outbreak and the subsequent restrictions on beef imports from South America. Prices rose on this account as well as because of devaluation, and although meat imports eased back in the middle of the year, they rose again in value in the fourth quarter and with a further steep rise in prices, the growth has continued this year. Compared with the first quarter of last year when restrictions curtailed beef imports from the Argentine Republic and other Latin American meat producing countries, imports of meat in total in the first quarter were increased markedly in quantity and value, beef imports were greatly in excess of the levels prior to the epidemic, imports of mutton and lamb were higher. Imports of bacon were slightly below the level of the first quarter of last year. Imports of meat from New Zealand increased by 9 per cent, but those from Australia declined by a third; imports from the Irish Republic, however, maintained the level reached last year when it was one of our sources of replacement for beef supplies.

The other food group to show a considerable increase in the first quarter of this year was fruit and vegetables. These imports increased by 8 per cent (£2 million a month) compared with the previous quarter. They had fallen back after the abnormal rise in the first quarter of last year, but in the first quarter of this year they returned again to the high levels reached at the beginning of 1968. Among other types of food to increase were imports of raw sugar which were about 12 per cent higher in value than at the same time last year.

The largest reduction in the first quarter was in imports of cereals and feeding stuffs for animals. At £25 million a month these were £3 million, 10 per cent less than in the fourth quarter of last year, when imports were unusually high following an easing back in the middle of the year. Maize imports were very much lower compared with the first quarter of 1968, imports of wheat were somewhat higher and barley imports, totalling £2 million in the three months, were at a higher level than usual.

There was a further slight fall in imports of dairy produce and eggs. They had been declining during 1968 following little change in the previous year after some increase in late 1966 and early 1967.

Imports of each of the separate items in this category, i.e. milk,

Table 4

United Kingdom exports: Other manufactures
Quarters or quarterly averages
percentage increase on a year earlier — £ million f.o.b.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
CHEMICALS	148·8	*17*	152·7	*38*	153·4	*7*
Seasonally adjusted	*148*		*154*		*157*	
Chemical elements and compounds	37·3	*25*	39·6	*39*	36·5	*3*
Dyeing, tanning and colouring materials	17·0	*16*	17·6	*34*	17·1	*3*
Medical and pharmaceutical products	23·7	*19*	25·1	*38*	26·6	*12*
Essential oils, toilet, polishing and cleansing preparations	12·9	*16*	13·5	*34*	13·0	*7*
Fertilizers	1·7	*–31*	2·1	*115*	1·9	*–14*
Plastic materials	27·1	*11*	28·9	*38*	28·7	*14*
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	386·3	*20*	412·0	*42*	430·5	*13*
Seasonally adjusted	*388*		*407*		*441*	
Leather, leather manufactures, etc.	9·9	*30*	11·6	*52*	10·4	*14*
Rubber manufactures	15·2	*12*	15·6	*20*	16·2	*2*
Wood and cork manufactures, etc.	1·6	*17*	1·5	*31*	1·5	*– 3*
Paper	16·2	*17*	17·9	*45*	17·9	*12*
Textile manufactures	72·3	*13*	81·7	*40*	78·8	*11*
Seasonally adjusted	*73*		*80*		*81*	
Wool yarns and woven fabrics	21·2	*6*	23·2	*30*	21·1	*6*
Cotton yarns and woven fabrics	9·4	*8*	10·1	*34*	10·1	*4*
Man-made fibre yarns and woven fabrics	17·3	*18*	18·7	*38*	20·2	*14*
Miscellaneous textile manufacturers	24·5	*19*	29·7	*52*	27·4	*17*
Non-metallic mineral manufactures, n.e.s.	94·1	*31*	93·3	*54*	123·9	*32*
Pottery and glass	12·9	*10*	13·6	*37*	13·0	*6*
Pearls, diamonds and precious stones	70·8	*39*	68·2	*58*	99·6	*40*
Iron and steel	65·1	*9*	70·7	*40*	57·3	*– 8*
Non-ferrous metals	66·8	*29*	71·3	*36*	78·1	*13*
Miscellaneous metal manufactures	45·0	*14*	48·5	*40*	46·4	*5*
MISCELLANEOUS MANUFACTURED ARTICLES	125·1	*20*	144·6	*44*	131·7	*12*
Seasonally adjusted	*126*		*139*		*141*	
Clothing and footwear	24·7	*22*	35·7	*58*	25·8	*20*
Seasonally adjusted	*26*		*32*		*29*	
Scientific instruments	36·0	*15*	39·7	*43*	40·4	*15*
Seasonally adjusted	*36*		*40*		*40*	
Printed matter	16·8	*18*	18·3	*35*	16·4	—

Table 5

Other exports
Quarters or quarterly averages
percentage increase on a year earlier — £ million f.o.b

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
FOOD AND LIVE ANIMALS	40·3	*– 5*	50·4	*24*	40·9	*– 3*
Seasonally adjusted	*42*		*47*		*42*	
Live animals	3·6	*–44*	9·3	*45*	5·2	*99*
Cereals and cereal preparations	10·8	—	7·4	*– 9*	5·7	*–58*
Sugar and sugar preparations	6·1	*1*	6·3	*16*	5·5	*– 6*
BEVERAGES AND TOBACCO	53·4	*40*	66·7	*38*	38·6	*–17*
Seasonally adjusted	*57*		*55*		*48*	
Whisky	41·0	*47*	53·7	*39*	26·8	*–24*
Tobacco and tobacco manufactures	7·5	*25*	7·4	*32*	7·8	*8*
CRUDE MATERIALS AND ANIMAL AND VEGETABLE OILS AND FATS	43·8	*12*	47·6	*37*	45·8	*6*
Seasonally adjusted	*44*		*47*		*46*	
Wool tops	6·1	*2*	5·6	*21*	6·1	*7*
Other textile fibres	15·4	*11*	18·9	*59*	17·0	*18*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	40·1	*21*	46·2	*56*	46·1	*14*
Seasonally adjusted	*40*		*46*		*43*	
Coal, coke and briquettes	4·0	*19*	6·2	*62*	5·6	*36*
Petroleum products	32·7	*20*	36·8	*55*	37·0	*12*

butter, cheese and eggs were less in the first quarter last year both in quantity and value.

There was not much change in the value of beverages imported in the first quarter of this year; the possibility of Budget changes does not seem to have affected imports to any extent. Since early last year when imports were high due apparently in some measure to pre-Budget importing, imports of beverages have maintained levels about 12 per cent higher in value than those reached in 1967 before devaluation.

The low value of tobacco imported in the first quarter of this year (less than £6 million a month compared with nearly £10 million a month on average in 1968) owed much to the delays to shipments from the United States due to the east coast dock strikes there. Since the loss of the Rhodesian market, the United States has supplied an increasing share of our tobacco imports, and while this quarter's figures have been exceptionally low, the March rate showed some recovery.

Table 6. Imports: Food, beverages and tobacco

Quarters or quarterly averages
percentage increase on a year earlier — £ million c.i.f.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
FOOD AND LIVE ANIMALS	425·6	5	434·3	10	467·4	1
Seasonally adjusted	425		435		443	
Live animals	14·6	12	12·8	9	13·0	12
Meat and meat preparations	100·7	4	96·9	19	114·6	13
Seasonally adjusted	99		103		108	
Beef and veal	17·3	—	22·5	50	24·7	86
Th. tons	59	-16	79	39	89	104
Mutton and lamb	21·7	6	14·1	75	33·2	17
Th. tons	95	- 6	62	68	131	10
Bacon	31·6	1	31·4	4	31·0	—
Th. tons	102	1	99	2	96	- 4
Dairy products and eggs	48·0	- 3	56·0	- 7	54·7	-11
Seasonally adjusted	50		50		49	
Butter	32·3	- 2	38·6	- 7	38·7	-10
Th. tons	104	- 2	127	- 5	129	- 8
Fish and fish preparations	16·8	3	26·5	40	17·7	- 4
Raw sugars	22·8	- 4	24·3	17	27·4	12
Th. tons	496	-12	476	16	632	12
Cocoa beans	5·4	- 2	2·1	44	16·7	119
Th. tons	23	-14	6	13	53	55
Tea and mate	27·2	18	31·0	-15	24·4	-31
Th. tons	65	14	70	- 2	61	-24
Cereals and feeding stuff for animals	75·4	3	84·7	21	79·0	- 7
Seasonally adjusted	75		85		76	
Fruit and vegetables	90·9	9	76·7	4	95·7	- 1
Seasonally adjusted	88		86		93	
BEVERAGES AND TOBACCO	45·7	23	55·6	9	24·8	-46
Seasonally adjusted	52		38		36	
Beverages	18·7	25	19·9	2	13·0	-28
Tobacco and tobacco manufactures	27·0	39	35·7	14	11·8	-57
Seasonally adjusted	32		21		17	

Industrial materials

After rising strongly up to the third quarter of 1968, the volume of imports of industrial materials eased back a little in the fourth quarter of this year and again in the first quarter. In value terms

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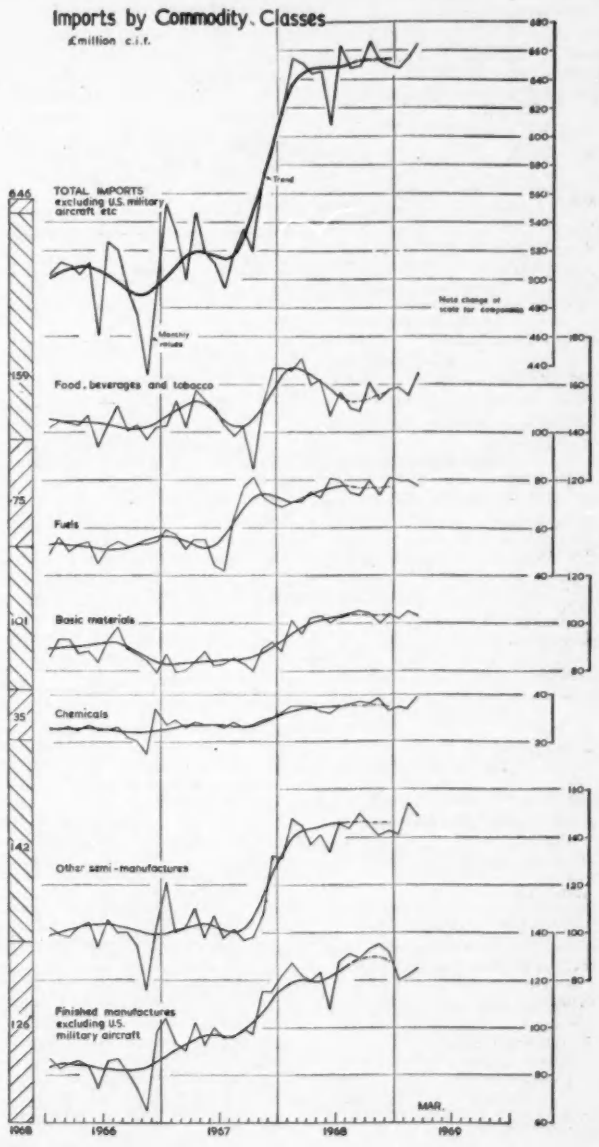

Table C. Imports: commodity classes

Seasonally adjusted monthly averages or calendar months. — £ million c.i.f.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials: Total	Basic materials	Chemicals	Other semi-manufactures	Finished manufactures: Total	Excluding US military aircraft, etc.	Miscellaneous
1968 1st quarter	647	641	168	71	270	95	34	141	130	124	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 January	666	648	159	80	278	102	35	141	138	120	6
February	678	655	156	80	292	105	34	154	145	122	7
March	676	665	165	78	290	103	39	149	136	125	7
1968 4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 1st quarter	673	656	160	79	286	103	36	148	140	123	7

UNITED KINGDOM TRADE, *continued*

there was a small fall in the fourth quarter which was reversed in the first quarter of this year. Prices had risen in 1968 partly due to devaluation, and in the first quarter of this year a 2 per cent rise in prices more than offset a small fall in volume. Imports of semi-manufactures increased both in value and in price; the price of basic materials rose, but the value of imports was little changed; the fall in value in the fourth quarter had been confined to imports of semi-manufactures, imports of basic materials being unchanged. High imports of some goods which were not covered by the import deposit scheme introduced on November 27, 1968 accounted for a large part of the rise in semi-manufactures. These included markedly higher imports of diamonds and some non-ferrous metals, including copper. Imports of silver bullion, though high, were little different from the previous quarter.

Table 7. Imports: Materials and fuels
Quarters or quarterly averages
percentage increase on a year earlier — £ million c.i.f.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
CRUDE MATERIALS	284·0	*20*	290·4	*20*	289·2	*7*
Seasonally adjusted	*284*		*290*		*291*	
Oil seeds, oil nuts and oil kernels	10·2	*18*	11·0	*1*	8·2	*–18*
Seasonally adjusted	*11*		*9*		*9*	
Wood, lumber and cork	56·0	*19*	63·3	*26*	40·3	*4*
Seasonally adjusted	*58*		*59*		*61*	
Sawn softwood	44·1	*19*	50·3	*25*	29·1	*2*
Th. standards	473	*9*	514	*10*	298	*– 7*
Woodpulp	39·1	*27*	38·3	*14*	40·7	*—*
Th. tons	757	*14*	728	*—*	762	*– 7*
Wood and other animal hair and tops	29·9	*– 2*	24·7	*24*	34·4	*2*
Seasonally adjusted	*29*		*28*		*28*	
Raw wool	26·1	*– 5*	20·5	*21*	30·6	*2*
Th. tons	66	*5*	46	*10*	70	*– 8*
Raw cotton	13·5	*45*	10·1	*2*	10·9	*–26*
Th. tons	51	*24*	36	*–16*	40	*–31*
Metalliferous ores and scrap	67·5	*35*	65·4	*24*	75·4	*27*
Iron ore	20·9	*20*	21·8	*25*	20·8	*19*
Th. tons	4,340	*7*	4,595	*16*	4,477	*18*
Hides and skins	15·3	*26*	17·1	*18*	19·8	*8*
Crude rubber	11·6	*5*	13·8	*21*	15·1	*30*
ANIMAL AND VEGETABLE OIL AND FATS	16·9	*4*	17·2	*23*	17·7	*30*
Seasonally adjusted	*16*		*19*		*18*	
CHEMICALS	104·0	*26*	103·4	*27*	110·5	*5*
Seasonally adjusted	*103*		*106*		*108*	
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	428·3	*36*	419·9	*28*	449·1	*2*
Seasonally adjusted	*425*		*429*		*443*	
Wood manufactures	23·9	*16*	24·1	*26*	22·7	*– 2*
Newsprint paper and board	47·0	*22*	44·5	*12*	47·8	*2*
Cotton yarns and fabrics	19·9	*29*	17·0	*– 4*	17·8	*–19*
Other textile manufactures	38·1	*34*	40·5	*24*	*43·5*	*9*
Pearls, diamonds and precious stones	71·5	*29*	82·3	*62*	87·1	*6*
Iron and steel	39·4	*35*	*36·5*	*12*	*39·5*	*—*
Th. tons	681	*33*	604	*– 3*	647	*– 6*
Non-ferrous metals	145·3	*56*	131·7	*31*	147·7	*3*
Silver bullion	30·0	*255*	23·8	*124*	23·9	*–17*
Copper	61·0	*34*	52·2	*16*	69·6	*16*
Th. tons	117	*1*	111	*9*	133	*28*
Aluminium	24·1	*42*	25·3	*19*	25·6	*2*
TOTAL INDUSTRIAL MATERIALS†	833·2	*28*	830·9	*25*	*866·6*	*5*
Seasonally adjusted	*829*		*844*		*859*	
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	226·2	*32*	226·7	*5*	247·7	*12*
Seasonally adjusted	*223*		235		237	
Crude petroleum	155·4	*36*	161·0	*11*	178·6	*33*
Th. tons	20,183	*12*	21,155	*11*	23,970	*39*
Petroleum products	64·0	*24*	58·3	*– 9*	60·9	*–22*
Th. tons	5,584	*– 4*	4,884	*–18*	5,654	*–20*

†Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by materials.

Basic materials

In the first quarter imports of basic materials maintained the level reached in the second half of last year, of about £103 million a month, with increased prices offset by a slightly lower volume. There had been considerable expansion in these imports in 1968 (imports were a fifth higher in value than in 1967), but much of this rise was concentrated at the start of the year, with both volume and prices higher following devaluation; the increase in volume reflecting renewed expansion in manufacturing output. There was little further increase in volume in the rest of the year, but prices continued to rise slowly. On a seasonally adjusted basis, there was a small increase in imports of crude materials in the first quarter of 1969, but imports of animal and vegetable oils and fats were reduced. Among crude materials there was a moderate rise (3 per cent) in the value of timber imported, and these imports have now regained the peak level reached in the second quarter of last year. Imports of metalliferous ores, hides and skins and rubber also rose, but imports of cotton and other textile fibres were lower. There was little change in the value of imports of wool in the quarter, though prices had eased back slightly from the high levels of the fourth quarter of last year. Imports of most commodities were lower than in the first quarter of last year when the aftermath of the dock strikes and devaluation inflated the figures.

Semi-manufactures

The rise of 2 per cent in imports of semi-manufactures in the first quarter of this year was almost entirely in imports of products other than chemicals and mainly reflected higher copper prices; the volume of imported semis was marginally lower than in the previous quarter. Imports of semi-manufactures had risen sharply immediately following devaluation with unusually high imports of silver bullion and precious stones as well as the marked increase in prices, and a rise in volume, reflected the expansion of the home economy. The further rise in the volume of these imports in the second half of 1968 was clearly associated with the strong rise in manufacturing production and the recovery in stock building. There has been a slight easing back in the volume of these imports in recent months, partly due to slower growth in demand but also possibly reflecting to some extent delays in imports from the United States and the effect of the import deposit scheme.

The effect of the scheme on imports of goods liable to deposits cannot easily be isolated from the other factors affecting import arrivals. Both imports of chemicals and other semi-manufactures, most of which are affected by the deposit scheme, have followed

Table 8. Imports: Finished manufactures
Quarters or quarterly averages
percentage increase on a year earlier — £ million c.i.f.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
CONSUMER GOODS†	106·2	*30*	106·3	*12*	110·2	*– 4*
Cars and motor cycles	13·9	*39*	15·7	*9*	17·2	*–12*
Other durable goods	28·0	*26*	29·1	*6*	22·9	*–22*
Works of art	9·7	*42*	9·1	*1*	11·4	*15*
Clothing and footwear	36·0	*32*	34·8	*24*	43·4	*13*
Other consumer goods	18·6	*23*	17·5	*11*	15·4	*–13*
OTHER MAINLY CAPITAL GOODS	293·3	*31*	347·9	*48*	315·8	*12*
Machinery	189·3	*21*	202·7	*26*	192·3	*– 2*
Aircraft and aircraft engines	52·1	*106*	84·5	*153*	71·7	*87*
Ships and boats	7·1	*8*	12·3	*370*	4·7	*27*
Instruments	18·4	*20*	17·3	*6*	17·5	*– 3*
Other	26·4	*38*	31·2	*36*	29·6	*16*
TOTAL FINISHED MANUFACTURES‡	399·5	*31*	454·1	*37*	426·0	*7*
Seasonally adjusted§	*396*		*464*		*419*	
‖	*369*		*400*		*368*	

†Goods covered by headings in the trade accounts believed to include mainly consumer goods.
‡SITC revised sections 7 and 8.
§Including US military aircraft, etc.
‖Excluding US military aircraft, etc.

closely the pattern of total imports with no perceptible change since the middle of last year, despite further growth in the economy.

Imports of chemicals, which had increased sharply after devaluation, have shown no further change since the further rise in the third quarter of 1968.

Imports of other semi-manufactures, which were £5 million a month more in the first quarter of this year than in the fourth quarter of 1968 but a little lower in volume, have been showing some growth in the last month or two. The increase in imports of non-ferrous metals, principally owing to higher copper prices, contributed about one-third of the rise. Imports of pearls and diamonds also increased between the last two quarters, but imports of silver bullion, though still at an abnormal level, were not so high as in the early part of last year. Most other types of partly-processed goods exceeded the high rates reached a year ago, including imports of newsprint, and some textile manufactures, but imports of cotton yarns and fabrics were lower and similar to their level in the second half of last year. The value of imports of iron and steep was little changed from the level of the fourth quarter of 1968, the price being higher but the quantity lower.

Mineral fuels and lubricants

In the first quarter of this year, imports of fuels at £79 million a month, were slightly higher than in the last quarter of 1968. The 3½ per cent increase in volume was largely offset by a fall of 2 per cent in the unit value. Prices had begun to fall at the end of last year after remaining steady following the rise at the beginning of the year after devaluation, but the volume of fuel imports recovered after the temporary fall in the early part of the year, and continued to grow throughout the rest of 1968. By the middle of last year, fuel imports were settling down after the interruptions to the normal flow of trade following the June 1967 Arab/Israeli war. The effects had persisted into the early part of 1968, with the closure of the Suez Canal still affecting trade, and resulting in higher freight charges and increased landed prices of oil. With Middle East supplies back to normal, there was a reduction in the oil imported from alternative sources, in particular, from the United States.

The bulk of our oil imports is now in the form of crude petroleum, and the value of these imports was a third higher in the first quarter of this year (the quantities rose rather more but prices were lower) than in the corresponding period of 1968. There was a fall of about a fifth in the quantity and value of petroleum products over the same period, but these imports had been especially high in the earlier period. The pattern of trade evident before the Middle East crisis appears to have been re-established with oil prices falling and the volume of fuel imports on an upward trend.

Table 9. Imports: By areas and countries. Sterling Area
Quarters or quarterly averages
percentage increase on a year earlier — £ million c.i.f.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
Jamaica	7·6	–10	3·5	—	6·8	—
Trinidad	6·3	– 1	3·7	– 2	6·2	–10
Australia	54·1	20	48·6	25	62·9	19
Seasonally adjusted	53		51		60	
New Zealand	51·5	3	42·8	18	69·2	– 5
Seasonally adjusted	48		52		53	
India	32·7	17	37·2	–11	26·0	–32
Seasonally adjusted	35		32		25	
Pakistan	9·1	20	13·4	31	12·5	23
Ceylon	10·8	4	7·5	–12	9·2	–16
Malaysia	9·1	34	8·3	9	9·6	11
Singapore	6·3	45	7·6	55	7·1	29
Hong Kong	29·6	34	26·4	14	32·3	17
Ghana	9·0	39	7·7	62	16·0	41
Nigeria	16·5	–30	20·9	160	31·7	76
Zambia	23·3	40	19·9	– 7	27·8	23
Malawi	2·4	12	3·7	24	2·2	– 8
Kenya	6·5	34	5·7	11	7·1	– 1
Middle East	100·8	155	93·0	77	115·7	31
Irish Republic	65·7	20	70·8	18	66·3	9
Republic of South Africa	71·6	26	56·6	16	76·0	6
Other	54·5	8	63·9	31	53·0	– 2
TOTAL STERLING AREA	567·5	28	541·1	26	637·5	11
Seasonally adjusted	559		566		611	

(*Continued on next page*)

Finished manufactures

There was a substantial fall in imports of finished manufactures in the first quarter of this year (seasonally adjusted and excluding United States military aircraft). Some of the reduction, however, can undoubtedly be attributed to the effects of the dock strikes in the United States. There may have been some speeding up of deliveries towards the end of last year prior to the strikes, and in comparison, imports were very much lower in the first quarter than in the previous quarter. The import deposit scheme affects most commodities in this category, but it is not possible to isolate its effects from other influences on these imports.

Imports of finished manufactures were £123 million a month in the first quarter excluding the military aircraft and £11 million (8 per cent) less than in the fourth quarter of 1968. Including United States military aircraft they were £140 million. The reduction in the quarter was almost entirely confined to imports of capital goods, especially machinery and transport equipment, much of which comes from North America, miscellaneous manufactures (mainly consumer goods) being little changed. Most of the fall in the value of imports of finished manufactures in the first quarter was due to a decline in the volume of arrivals but there has also been an easing back in unit values of these imports.

Imports of machinery which were especially high in the fourth quarter of last year accounted for the greater part of the reduction in imports of finished manufactures in the first quarter, but arrivals of road motor vehicles and other transport equipment were also substantially lower. On a seasonally adjusted basis, imports of machinery were £8 million a month (11 per cent) less. Road motor vehicles, classified as consumer goods, were about £1 million a month (7 per cent) lower and other transport equipment, consisting of non-military aircraft and ships, were lower by £1 million a month (20 per cent). Imports of miscellaneous manufactured goods consisting mainly of consumer goods other than motor

(*Continued on next page*)

Table D. Imports: areas (†)
Seasonally adjusted, monthly averages or calendar months. — £ million c.i.

	Total	Total excluding US military aircraft, etc.	Sterling Area				Western Europe			North America					Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	USA and Deps. Total	USA and Deps. Excluding US military aircraft, etc.	Canada			
1968 1st quarter	647	641	184	17	19	12	242	132	95	128	122	82	75	45	25	25	42
2nd quarter	642	633	186	18	16	12	233	125	95	127	119	83	74	45	26	25	46
3rd quarter	666	654	189	18	13	11	242	132	96	133	121	94	81	41	27	26	49
4th quarter	678	657	189	17	17	11	249	133	101	137	116	96	75	41	28	25	50
1969 January	666	648	192	18	15	8	246	133	98	125	107	81	63	43	28	31	40
February	678	655	213	23	20	8	250	134	101	114	92	64	42	45	29	32	43
March	676	665	205	19	18	9	246	129	106	121	110	74	63	46	32	28	44
1968 4th quarter	678	657	189	17	17	11	249	133	101	137	116	96	75	41	28	25	50
1969 1st quarter	673	656	204	20	18	8	248	132	101	120	103	73	56	45	30	30	42

(†) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

UNITED KINGDOM TRADE, *continued*

cars and other consumer durables, were not much changed in the first quarter from the rate of nearly £40 million a month reached in the second half of 1968. Most goods in this group are subject to the import deposit scheme and this may have had some contributory effect in restraining these imports, but the marked moderation in consumer spending since the measures to dampen demand last November has probably also played an important part. There was a small increase in the first quarter of £½ million a month in imports of clothing and footwear. These had increased rapidly last year, and had done so continuously since the lifting of the import

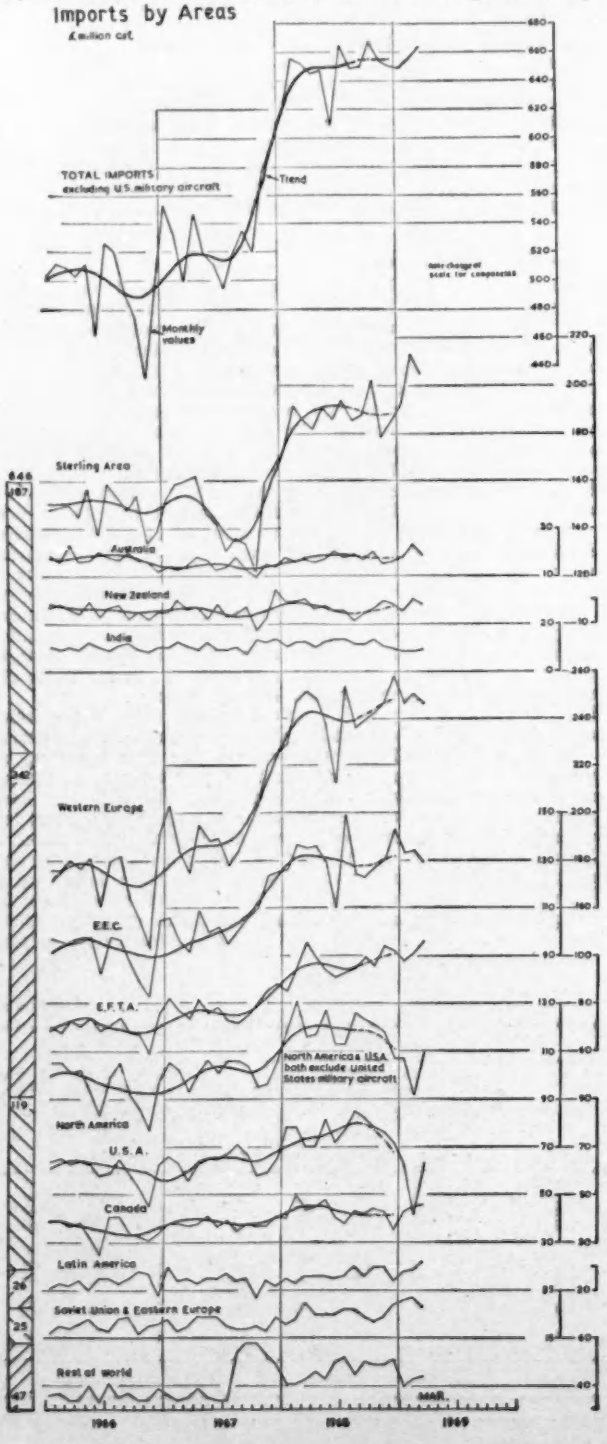

Table 9 *continued.* **Imports: By areas and countries. Non-Sterling Area**
Quarters or quarterly averages
percentage increase on a year earlier — £ million c.i.f.

	Jan.-Sept. 1968	%	4th quarter 1968	%	1st quarter 1969	%
NORTH AMERICA	383·7	22	424·7	30	353·7	– 7
Seasonally adjusted (†)	*389*		*410*		*360*	
(‡)	*361*		*347*		*308*	
Canada	128·9	14	126·0	9	127·0	—
Seasonally adjusted	*130*		*122*		*134*	
United States & Deps.	254·8	27	298·7	41	226·7	–11
Seasonally adjusted (†)	*258*		*289*		*220*	
(‡)	*231*		*225*		*169*	
WESTERN EUROPE	714·4	27	755·9	17	750·8	—
Seasonally adjusted	*717*		*747*		*743*	
EFTA (including Finland)	286·2	24	303·1	20	297·0	4
Seasonally adjusted	*286*		*303*		*304*	
Finland	39·6	26	41·9	19	37·1	9
Sweden	78·0	28	80·0	24	80·4	—
Norway and Spitzbergen	39·6	28	43·6	26	45·2	10
Denmark, Faroes and Greenland	59·5	11	62·1	7	59·5	—
Switzerland and Leichtenstein	36·5	25	41·3	25	40·2	13
Portugal, Azores and Madeira	18·4	32	19·1	35	18·6	–12
Austria	14·5	47	15·0	25	16·2	10
EEC	388·3	28	402·3	14	404·4	– 3
Seasonally adjusted	*389*		*400*		*397*	
Western Germany	105·8	27	119·5	35	107·8	– 1
Netherlands	100·3	29	105·9	11	105·4	5
Belgium and Luxembourg	43·2	27	45·5	2	45·0	–15
France	77·7	31	79·3	3	85·6	—
Italy	61·4	26	52·1	8	60·5	–10
Spain, Canary Islands and Spanish Ports in North Africa	27·5	35	35·6	18	35·4	3
Other	12·4	24	15·0	25	13·9	9
SOVIET UNION AND EASTERN EUROPE	73·2	19	83·2	21	80·2	26
Seasonally adjusted	*76*		*75*		*91*	
Soviet Union	36·6	30	48·2	25	43·0	61
Other	36·6	10	35·0	16	37·3	1
LATIN AMERICA	80·3	2	76·8	37	95·2	23
Seasonally adjusted	*78*		*84*		*90*	
Venezuela	18·1	3	18·8	22	15·9	–19
Argentine Republic	12·2	–41	15·1	42	19·6	89
Other	50·0	23	42·9	42	59·6	26
OTHER NON-STERLING	139·6	14	141·4	– 6	140·8	– 2
Seasonally adjusted	*137*		*149*		*127*	
Middle East	64·5	6	61·1	–34	65·3	– 8
Japan	28·0	21	31·3	42	23·8	– 4
Other	47·2	20	49·0	38	51·7	8
TOTAL NON-STERLING AREA	1,391·3	22	1,481·9	19	1,420·7	—
Seasonally adjusted (†)	*1,397*		*1,465*		*1,410*	
(‡)	*1,370*		*1,401*		*1,359*	
TOTAL ALL COUNTRIES	**1,958·8**	**24**	**2,023·0**	**20**	**2,058·3**	**3**
Seasonally adjusted (†)	*1,955*		*2,033*		*2,018*	
(‡)	*1,928*		*1,970*		*1,967*	

(†) Including US military aircraft, etc.
(‡) Excluding US military aircraft, etc.

charge. Offsetting this rise imports of most other kinds of consumer goods fell moderately in the first quarter as did imports of instruments, which are classified as capital goods.

SOURCES OF IMPORTS

North America

Imports from North America in the first quarter of this year were £13 million a month, 11 per cent less than they had been in the fourth quarter of 1968. The moderate increase of £4 million a month (9 per cent) in imports from Canada was more than offset

(*Text continued on page* 1386)

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Exports				Imports			
	1967	Jan.-Sept., 1968	4th qtr., 1968	1st qtr., 1969	Year 1967	Jan.-Sept., 1968	4th qtr., 1968	1st qtr., 1969
0. FOOD AND LIVE ANIMALS	41·9	40·3	50·4	40·9	402·1	425·6	434·3	467·4
00 Live animals	6·4	3·6	9·3	5·2	12·7	14·6	12·8	13·0
01 Meat and meat preparations	2·6	1·6	2·8	2·9	93·0	100·7	96·9	114·6
02 Dairy products and eggs	2·8	3·2	3·4	3·2	52·1	48·0	56·0	54·7
03 Fish and fish preparations	2·4	2·7	2·8	3·0	16·9	16·8	26·5	17·7
04 Cereals and cereal preparations	10·1	10·8	7·4	5·7	55·5	56·2	63·4	60·5
05 Fruit and vegetables	3·3	3·1	6·6	4·6	81·3	90·9	76·7	95·7
06 Sugar, sugar preparations and honey	5·8	6·1	6·3	5·5	25·7	25·6	27·7	29·7
07 Coffee, cocoa and preparations, tea and spices	3·7	3·9	5·9	4·3	42·7	48·3	47·3	58·4
08 Feeding stuff for animals	2·1	1·9	2·5	2·5	16·8	19·2	21·3	18·5
09 Miscellaneous food preparations	2·8	3·4	3·4	3·8	5·4	5·4	5·7	4·5
1. BEVERAGES AND TOBACCO	40·7	53·4	66·7	38·6	38·4	45·7	55·6	24·8
11 Beverages	34·8	45·9	59·3	30·8	16·1	18·7	19·9	13·0
12 Tobacco	5·9	7·5	7·4	7·8	22·3	27·0	35·7	11·8
2. CRUDE MATERIALS, INEDIBLE	36·5	42·0	45·7	44·1	237·3	284·0	290·4	289·2
21 Hides, skins and fur skins, undressed	1·9	1·9	2·5	2·0	12·7	15·3	17·1	19·8
22 Oil seeds, oil nuts and oil kernels	0·1	0·1	0·1	0·1	9·2	10·2	11·0	8·2
23 Crude rubber (including synthetic and reclaimed)	2·8	3·6	4·6	4·5	11·1	11·6	13·8	15·1
24 Wood, lumber and cork	0·1	0·2	0·2	0·2	47·9	56·0	63·3	40·3
25 Pulp and waste paper	0·4	0·5	0·5	0·4	31·6	39·1	38·3	40·7
26 Textile fibres, not manufactured and their waste	19·0	21·5	24·5	23·0	49·1	56·2	51·1	60·7
27 Crude fertilizers and minerals	6·3	7·9	8·7	8·3	12·9	15·7	16·4	15·0
28 Metalliferous ores and metal scrap	5·0	5·1	3·5	4·5	50·8	67·5	65·4	75·4
29 Crude animal and vegetable materials	1·0	1·2	1·2	1·1	12·0	12·5	14·1	13·9
3. MINERAL FUELS, LUBRICANTS, ETC.	32·2	40·1	46·2	46·1	182·3	226·2	226·7	247·7
33 Petroleum and petroleum products	28·6	35·8	39·9	40·3	178·4	221·4	221·1	241·2
Coal, coke, gas and electric energy	3·6	4·3	6·4	5·8	3·8	4·8	5·6	6·5
4. ANIMAL AND VEGETABLE OILS AND FATS	1·5	1·8	1·9	1·7	15·7	16·9	17·2	17·7
5. CHEMICALS	123·3	148·8	152·7	153·4	82·2	104·0	103·4	110·5
51 Chemical elements and compounds	29·5	37·3	39·6	36·5	34·5	41·9	44·3	47·9
53 Dyeing, tanning and colouring materials	14·5	17·0	17·6	17·1	4·7	6·7	6·4	7·0
54 Medical and pharmaceutical products	19·6	23·7	25·1	26·6	4·0	5·0	4·4	5·5
55 Essential oils and perfume materials	10·9	12·9	13·5	13·0	4·1	5·4	4·7	5·4
56 Fertilizers, manufactured	2·1	1·7	2·1	1·9	6·6	7·7	6·1	8·0
58 Plastic materials and artificial resins	23·6	27·1	28·9	28·7	16·3	20·6	20·6	20·6
All other chemical materials and products	23·2	29·1	26·0	29·6	12·0	16·8	17·1	16·2
6. MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	314·9	386·3	412·0	430·5	317·6	428·3	419·9	449·1
61 Leather, leather manufactures and dressed furs	7·6	9·9	11·6	10·4	6·8	8·2	9·1	9·5
62 Rubber manufactures, n.e.s.	13·5	15·2	15·6	16·2	3·9	7·3	5·7	6·8
63 Wood and cork manufactures (excluding furniture)	1·3	1·6	1·5	1·5	20·3	23·9	24·1	22·7
64 Paper, paperboard and manufactures thereof	13·4	16·2	17·9	17·9	38·7	47·0	44·5	47·8
65 Textile yarn, fabrics and articles	62·6	72·3	81·7	78·8	45·5	58·0	57·5	61·3
66 Non-metallic mineral manufactures	69·0	94·1	93·3	123·9	62·7	81·7	92·8	97·2
67 Iron and steel	57·3	65·1	70·7	57·3	30·0	39·4	36·5	39·5
68 Non-ferrous metals	51·9	66·8	71·3	78·1	94·9	145·3	131·7	147·7
69 Manufactures of metal, n.e.s.	38·4	45·0	48·5	46·4	14·9	17·6	18·0	16·6
7. MACHINERY AND TRANSPORT EQUIPMENT	527·0	634·3	685·5	673·6	216·9	283·1	339·3	307·1
71 Machinery other than electric	259·0	313·2	329·4	325·5	128·0	155·2	166·4	154·3
72 Electrical machinery, apparatus and appliances	86·2	102·6	101·7	103·0	46·1	58·7	60·6	58·4
73 Transport equipment	181·7	218·6	254·4	245·1	42·9	69·2	112·3	94·4
8. MISCELLANEOUS MANUFACTURED ARTICLES	103·1	125·1	144·6	131·7	94·2	116·4	114·9	118·9
81 Sanitary, plumbing, heating and lighting fixtures and fittings	2·8	3·4	3·6	3·9	1·5	1·9	2·1	1·9
82 Furniture	3·7	5·1	2·5	4·9	2·8	3·5	3·5	3·4
83 Travel goods, handbags and similar articles	0·7	0·8	0·9	0·8	1·1	1·5	1·3	1·3
84 Clothing	15·9	18·9	27·0	19·7	20·8	27·3	28·2	32·0
85 Footwear	5·0	5·8	8·7	6·1	6·7	8·7	6·7	11·4
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	30·4	36·0	39·7	40·4	24·6	27·7	26·9	24·9
Miscellaneous manufactured articles, n.e.s.	44·7	55·1	62·1	55·9	36·6	45·8	46·3	44·0
5-8. MANUFACTURED GOODS	1,068·3	1,294·6	1,394·8	1,389·2	710·9	931·9	977·4	985·6
9. COMMODITIES AND TRANSACTIONS NOT CLASSIFIED ACCORDING TO KIND	36·0	36·0	45·5	39·9	21·7	28·5	21·3	25·8
TOTAL ALL SECTIONS	**1,257·2**	**1,508·2**	**1,651·3**	**1,600·5**	**1,608·5**	**1,958·8**	**2,023·0**	**2,058·3**

(*Continued on next page*)

UNITED KINGDOM TRADE, *continued*

by a drop of over a quarter in the value of imports from the United States. Arrivals from that country (excluding military aircraft) were £56 million a month in the first quarter of 1969 and imports from Canada amounted to £45 million a month. The east coast American dock strike was mainly responsible for the low figures in the first quarter of this year. Imports from the United States in the second half of last year had probably included some arrivals speeded up because of the long threatened stoppage, and the fall in imports from the fourth quarter is perhaps a little overstated. The greater part of the goods imported from America are finished goods, but there are some important non-manufactures such as cereals and tobacco and certain semi-manufactures. Total imports of machinery in the first quarter were particularly low, and about a third of these imports normally come from the United States. Imports from Canada, after rising in the first half of last year largely due to the effect of devaluation on sterling prices, fell sharply in the second half. The rise in the first quarter of 1969 brought these imports back to the levels reached in the early parts of last year. Higher imports of copper contributed to the rise in the first quarter of this year.

Sterling area

Imports from the sterling area rose sharply in the first quarter of this year. At £203 million a month, they were 8 per cent more than they had been in the fourth quarter of last year. Imports from Australia and South Africa were substantially increased in the quarter, and there was also a small increase from New Zealand. Imports from India were much reduced, but arrivals from most of the remaining sterling area countries were well up on the previous quarter. The increase from Australia was mainly in imports of food, especially sugar, while tea imports from India were much lower. Higher imports of oil from the Middle East sterling area countries, especially from Kuwait, contributed largely to the rise in imports from the remaining sterling area countries.

Western Europe

The strong growth, evident last year, in imports from Western Europe was halted in the first quarter of this year, when imports were not so very different from the levels reached in the fourth quarter of 1968. At £248 million a month, they were about £1¼ million a month less, with imports from the Common Market slightly lower, and imports from EFTA countries little changed. Imports from Western Europe being largely manufactures, come within the scope of the Government's import deposit scheme, but its effects cannot easily be assessed.

Latin America

Imports from Latin America continued to grow strongly in the first quarter of this year. At £30 million a month they were nearly £2 million a month, 7 per cent more than they had been in the fourth quarter of 1968. Higher copper imports from Chile accounted for much of the rise. Imports from Venezuela were down by a fifth in value compared with the first quarter of 1968, but they had been unusually high then because extra oil supplies had to be obtained from sources other than the Middle East after the Arab/Israeli war. Meat imports from the Argentine Republic are back to normal levels now that the restrictions on beef imports from South America have been relaxed.

Soviet Union and Eastern Europe

There was strong growth in imports from the Soviet Union and Eastern Europe in the first quarter of this year. They rose £5 million a month, 22 per cent, to reach an average of £30 million a month, far higher than has been reached before. After the rise in value at the beginning of last year due largely to higher sterling prices consequent upon devaluation, there had been very little further growth in these imports last year.

Rest of World

Imports from the remaining non-sterling area group 'Rest of World, fell back sharply in the first quarter of this year. Compared with the last quarter of 1968, they were £7 million a month (14 per cent) less, but a little higher than the rate reached at the beginning of last year. There were reduced imports from the Middle East non-sterling areas because of lower oil imports, and imports from Japan also fell.

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports were published on April 29* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for May, due to be published on or about May 28, 1969.

2. (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example, on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly averages gives a quite good short-term guide and have the merit of simplicity.

* Accounts relating to the Overseas Trade of the United Kingdom, March 1969, HMSO, price 30s., by post 32s.

† Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for March

BOTH THE IMPORT and export unit value indices increased in March 1969; in each case the increase, though small, raised the rounded index by one point. The terms of trade remained unchanged.

The import unit value index returned to the January level (having fallen a point in February) with increases in the indices for basic materials and manufactured goods outweighing falls in those for fuels and food, drink and tobacco. There were widespread increases in the unit values of industrial materials and manufactures, though for textile fibres there was some fall.

The export unit value index rose a little in March, much of the increase coming from non-manufactures; beverages in particular showed a rise in unit values. The index for manufactures in total rose, but not sufficiently to affect the rounded index. Among the broad commodity groups, the indices for textiles and metals increased, much of the latter arising from non-ferrous metals, in particular copper.

The seasonally adjusted volume index for imports (excluding United States military aircraft) rose by 1 per cent in March, which was more than accounted for by a sharp recovery in the volume of food, drink and tobacco imports in the month. Both this and the

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Manufactured Goods						
								Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1969 1st quarter	124	123	112	104	138	127	110	130	117	120	134	133	130	103
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103
March	124	122	113	103	138	128	111	130	117	120	135	133	130	103

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

increase in the volume of exports were probably partly due to the ending of the United States dock strike. After their low level in February the volume of exports rose by more than 3 per cent in March with particularly large increases for metals, machinery and transport equipment and 'other manufactures'; the volume of chemical exports fell.

United Kingdom trade in terms of the United States dollar

Table 4 shows imports, exports and the visible trade balance, seasonally adjusted, both in terms of sterling and of the United States dollar. The two series show the same proportionate movements, except in the period spanning devaluation, when the dollar series reflect a fall, relative to the sterling series, of 14.3 per cent.

Table 5 gives the unit value indices for imports and exports, and the terms of trade index, converted to United States dollar terms. The unit value index for exports in dollar terms, in the first quarter of 1969 was 6 per cent below its level in October 1967, the month before devaluation, and the index for imports was 4 per cent below its pre-devaluation level. The lower level of the unit value index for imports is accounted for by two important groups, food, drink and tobacco (some of the United Kingdom's major suppliers of items in this group also devalued) and fuels (for which the unit value index has been falling steadily after the sharp rise in mid-1967 due to the Middle East War).

The unit value indices for exports, on a dollar basis, for non-manufactures, chemicals and textiles were all 7 to 8 per cent below their level of October 1967 in the first quarter of this year.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactured	Manufactured Goods					
								Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	63	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1969 1st quarter	148	106	109	198	198	136	136	137	166	111	112	131	175
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165
March	148	110	105	194	201	139	134	142	168	112	115	135	183

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods		Total	Non-Manufactures	Manufactured Goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			*0 and 1*	*2 and 4*	*3*	*5 to 8*			*0 to 4*	*5 to 8*	*5*	*65*	*67 to 69*	*7*	
Weights	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter	*146*	*144*	*114*	*100*	*162*	*195*	*191*	*135*	*146*	*134*	*167*	*106*	*121*	*129*	*152*
2nd quarter	*143*	*141*	*105*	*112*	*178*	*185*	*179*	*130*	*139*	*129*	*167*	*104*	*117*	*124*	*145*
3rd quarter	*147*	*144*	*105*	*112*	*180*	*197*	*190*	*139*	*163*	*137*	*170*	*111*	*122*	*130*	*164*
4th quarter	*148*	*144*	*106*	*111*	*184*	*202*	*190*	*142*	*156*	*140*	*170*	*115*	*120*	*134*	*172*
1969 1st quarter	*146*	*143*	*104*	*110*	*191*	*195*	*185*	*138*	*142*	*138*	*170*	*114*	*116*	*129*	*175*
1968 January	*141*	*140*	*114*	*102*	*160*	*186*	*183*	*137*	*163*	*134*	*167*	*107*	*119*	*130*	*146*
February	*149*	*147*	*112*	*116*	*163*	*202*	*197*	*135*	*136*	*135*	*163*	*108*	*120*	*131*	*156*
March	*147*	*146*	*116*	*109*	*163*	*196*	*193*	*133*	*138*	*133*	*172*	*103*	*124*	*127*	*153*
April	*144*	*143*	*107*	*115*	*175*	*184*	*180*	*130*	*129*	*130*	*163*	*100*	*118*	*126*	*150*
May	*146*	*144*	*109*	*113*	*171*	*194*	*186*	*131*	*135*	*130*	*167*	*106*	*114*	*129*	*137*
June	*137*	*136*	*100*	*108*	*190*	*177*	*172*	*128*	*154*	*128*	*172*	*104*	*119*	*118*	*150*
July	*148*	*147*	*107*	*113*	*186*	*196*	*192*	*133*	*153*	*132*	*162*	*108*	*117*	*129*	*151*
August	*147*	*143*	*105*	*111*	*177*	*201*	*189*	*142*	*176*	*138*	*167*	*110*	*129*	*127*	*172*
September	*145*	*143*	*103*	*113*	*176*	*196*	*190*	*142*	*159*	*142*	*181*	*115*	*120*	*133*	*170*
October	*147*	*145*	*108*	*112*	*188*	*194*	*190*	*138*	*153*	*137*	*164*	*112*	*117*	*129*	*170*
November	*151*	*143*	*104*	*109*	*174*	*216*	*192*	*147*	*158*	*147*	*175*	*116*	*130*	*140*	*175*
December	*146*	*143*	*105*	*113*	*191*	*197*	*187*	*139*	*157*	*137*	*172*	*116*	*114*	*133*	*170*
1969 January	*144*	*141*	*103*	*108*	*190*	*190*	*179*	*141*	*146*	*141*	*173*	*120*	*121*	*130*	*179*
February	*147*	*143*	*101*	*111*	*192*	*202*	*189*	*134*	*139*	*134*	*171*	*111*	*111*	*126*	*167*
March	*146*	*144*	*108*	*111*	*190*	*194*	*187*	*139*	*140*	*139*	*166*	*111*	*117*	*132*	*180*

Table 4. United Kingdom trade in sterling and in United States dollars, 1966-1969 (seasonally adjusted)

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance £ million
			Total	Excluding U.S. military aircraft	
Sterling basis:					
1966	5,047	194	5,947	5,945	— 95
1967	5,030	184	6,434	6,390	—537
1968	6,176	218	7,899	7,754	—687
1966 1st quarter	1,235	49	1,520	1,520	— 80
2nd quarter	1,187	48	1,485	1,485	— 96
3rd quarter	1,281	46	1,539	1 539	— 56
4th quarter	1 345	50	1 403	1 401	+136
1967 1st quarter	1 343	47	1 577	1 574	— 27
2nd quarter	1 282	44	1 589	1 573	—112
3rd quarter	1 262	48	1 556	1 545	— 75
4th quarter	1,143	45	1,712	1,698	—324
1968 1st quarter	1,499	55	1,941	1,921	—177
2nd quarter	1,460	51	1,925	1,900	—229
3rd quarter	1,586	56	1,999	1,962	—152
4th quarter	1 631	56	2 033	1,970	—128
1969 1st quarter p	1,624	55	2,019	1,968	—128
					$ million
Dollar basis:					
1966	14,132	543	16,652	16,646	—266
1967	13,873	507	17,694	17,573	—1,435
1967	14,822	523	18,958	18,610	—1,649
1966 1st quarter	3,458	137	4,256	4,256	—224
2nd quarter	3,324	134	4,158	4,158	—269
3rd quarter	3,587	129	4,309	4,309	—157
4th quarter	3,766	140	3,928	3,923	+381
1967 1st quarter	3,760	132	4,416	4,407	— 76
2nd quarter	3,590	123	4,449	4,404	—314
3rd quarter	3,534	134	4,357	4,326	—210
4th quarter	2,995	118	4,468	4,432	—833
1968 1st quarter	3,598	132	4,658	4,610	—425
2nd quarter	3,504	122	4,620	4,560	—550
3rd quarter	3,806	134	4,798	4,709	—365
4th quarter	3,914	134	4,879	4,728	—307
1969 1st quarter p	3,898	132	4,846	4,723	—307

Low-cost disposable cargo slings made from Paraweb being used for a consignment of 60 tons of soda ash exported to Russia by the Mond Division of ICI. Paraweb is a new tape-like material developed by ICI Fibres, and introduced for disposable cargo slings and other purposes where the need is for an inexpensive webbing with good strength combined with bulk and stiffness.

Table 5. Import and export unit value index numbers, dollar basis

1961 = 100

	Imports					Exports								(1) Terms of Trade
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Manufactured Goods: Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 79	7		
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	107	112	97	90	115	113	100	115	105	110	118	117	114	105
1968	104	103	92	92	115	106	91	108	97	99	112	110	110	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	105	108	91	97	114	108	95	111	102	104	114	113	109	103
1968 1st quarter	103	103	89	92	115	103	90	105	95	97	111	106	108	101
2nd quarter	104	103	92	92	115	106	91	108	97	98	114	109	110	102
3rd quarter	104	103	94	92	117	107	92	110	98	100	113	113	111	103
4th quarter	105	105	95	90	117	108	92	111	99	100	113	113	111	102
1969 1st quarter	106	105	96	89	118	109	94	112	100	103	115	114	112	103

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in March showed a decrease of 19 per cent on a year earlier, compared with decreases of 9 per cent and 8 per cent in January and February respectively.

The value of stocks at the end of February was 13 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950=100) and percentage changes compared with a year earlier.

	Value of home sales		Value of stock end period	
	1950 = 100	% increase	1950 = 100	% increase
1966	110	– 3		
1967	104	– 5		
1968	108	4		
1968 1st quarter	102	10	135	–15
2nd quarter	93	3	129	– 6
3rd quarter	105	1	146	– 2
4th quarter	132	3	126	8
1969 1st quarter	88	– 13	153	13
1968 March	139	16	135	–15
April	97	1	131	–12
May	98	10	138	– 9
June	85	– 3	129	– 6
July	82	12	134	– 6
August	96	– 3	143	– 4
September	135	– 2	146	– 2
October	146	4	134	1
November	137	5	134	6
December	113	– 2	126	8
1969 January	62	– 9	129	9
February	90	– 8	143	10
March	113	–19	153	13

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks ‡
	March 1969		March 1969
Women's knitted outerwear, blouses and skirts	–20	–10	18
Women's coats, costumes, furs and raincoats	– 7	–15	11
Women's underwear	–21	–11	31
Women's hose and children's socks	–12	–15	–12
Women's millinery	–22	–13	2
Haberdashery, ribbons and wool	– 7	– 6	12
Children's wear	—	– 3	26
Men's and boys' shirts, pyjamas and outfitting	–21	–16	14
Gloves	–18	– 8	3
Piece-goods and nets	–22	–22	24
Household textiles	–24	–19	40
Floor coverings, furniture and hardware	–27	–18	15
TOTAL †	–19	–13	13

†Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Expansion of exports was the main theme of a GKN international marketing conference organized by GKN Castings Ltd. recently. Mr. K. H. Douglas, the company's marketing and commercial director, said: 'The potential for exports in certain countries is so great that we are strengthening our operations in those countries. This is in keeping with the theme of this conference, which is to consolidate, expand and export.' Seen here are (left to right): Mr. D. W. Anderson (Northern Ireland), Mr. H. van Gorkum (export manager for Western Europe), Mr. Ragnar Wiberg (representing GKN in Scandinavia), Mr. K. H. Douglas and Mr. R. Morris (GKN in North America).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

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Overseas royalty transactions in 1967

THIS NOTE presents further results from the inquiry into overseas transactions for 1967. Analyses of private direct investment and the earnings on it were published in the *Board of Trade Journal* of May 10, 1969.

The transactions covered in this note include royalties, licences, patents, trade-marks, designs, copyright, manufacturing rights and the like. The net gain to the balance of payments in 1967 from such transactions was some £12 million, a smaller figure than in 1966 (£16½ million), although still considerably more than in 1965. Payments overseas by United Kingdom firms rose by £10 million to £67 million in 1967, while receipts from overseas rose rather less, from £74 million in 1966 to £79 million in 1967.

A summary of the estimates of royalty receipts and payments between 1964 and 1967 is given in Table 1. Although the estimates in this table are shown to the nearest £100,000, they are not necessarily accurate to that degree. They are based on returns from firms which participated in the overseas investment inquiry, though not all firms approached provided information, and a large number of firms and indivduals receiving or making small payments in respect of royalties (particularly for printed matter, performing rights, etc.) were not approached. An allowance has been included in Table 1 for the transactions of non-responding and exempt firms, based on returns to previous inquiries or on assumptions that the experience of small firms outside the inquiry will resemble that of comparable firms in the inquiry. It has been estimated that firms providing details in the inquiry represented just over three quarters of total receipts and just over four fifths of total payments. As it has not been possible to allocate the estimate of non-response by country or by industry, the more detailed tables in the rest of this note are based solely on returns received in the inquiry.

The inquiry into overseas royalty transactions for 1967 was similar in scope to previous inquiries, the results of which were published in the *Board of Trade Journals* of August 23, 1968, July 21, 1967 and July 29, 1966. As then, the primary object of the inquiry was to measure the effect of royalty transactions on the United Kingdom's balance of payments, where they are included in the category 'Other services' in the invisible account (see United Kingdom Balance of Payments 1968, Table 14). The information is also relevant to the study of technological progress and development.

Scope of the inquiry

In the overseas transactions inquiry the term 'royalties and similar transactions' is used to include, *inter alia*, payments for copyrights, patents, designs, licences and manufacturing rights, the right to use processes and formulae, trade-marks and technical 'know-how'. Also included are royalties, etc. on printed matter, sound recordings or performing rights, and mineral royalties. Transactions relating to film and television rights, which are the subject of a separate inquiry, are not covered in this article. (The latest report on them published in the *Board of Trade Journal* of December 6, 1968 showed overseas receipts in 1967 of over £51 million, and payments of £25 million.)

No approach was made in the present inquiry to Government Departments, public corporations or oil companies. Thus, for example, any overseas royalty transactions of the Atomic Energy Authority or of the petro-chemical subsidiaries of the oil companies are excluded.

Where charges for royalties, etc. are incorporated in the contract price of capital goods, and cannot be separately distinguished, this element is necessarily omitted from the statistics. This omission is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the contract.

Summary of results

Table 1, which presents estimates for all firms, indicates that royalty receipts rose by about 7 per cent between 1966 and 1967, a considerably smaller rate of increase than the 16 per cent rise between 1965 and 1966. Royalty payments rose by about 17 per cent between 1966 and 1967, in contrast with the small rise of less than 2 per cent between 1965 and 1966.

Both receipts and payments in respect of royalties, etc., on printed matter, sound recordings, or performing rights (referred to subsequently as 'artistic' royalties) were at a slightly lower level in 1967 than in the previous year. Payments declined more than receipts, so that the balance of receipts over payments increased by about £1 million between 1966 and 1967. Payments in respect of technological royalties rose at a much faster rate than receipts in 1967 (24 per cent compared with 10 per cent), and the balance

Table 1. Royalties and similar transactions – Estimates for all businesses (excluding oil companies)

£ million

	Transactions with all overseas concerns				Transactions with related concerns (‡)		Transactions with unrelated concerns	
ROYALTIES (†)	1964	1965	1966	1967	1966	1967	1966	1967
RECEIPTS (§)								
On printed matter, sound recordings, or performing rights (‖)	13·9	15·4	15·7	15·0	4·6	3·9	11·2	11·1
Mineral royalties	0·3	0·5	0·9	1·3	0·9	1·2	—	0·1
Technological royalties (¶)	44·0	47·8	57·2	62·7	16·7	22·3	40·5	40·4
TOTAL	58·2	63·7	73·9	79·0	22·2	27·4	51·7	51·6
EXPENDITURE (††)								
On printed matter, sound recordings, or performing rights (‖)	8·8	9·0	9·0	7·2	3·3	2·2	5·7	5·0
Mineral royalties	1·1	1·6	1·0	1·0	0·9	1·0	0·1	..
Technological royalties (¶)	41·1	45·9	47·3	58·8	27·1	33·4	20·2	25·4
TOTAL	51·0	56·5	57·3	67·0	31·3	36·6	26·0	30·4
BALANCE (‡‡)								
On printed matter, sound recordings, or performing rights (‖)	5·1	6·4	6·7	7·8	1·3	1·7	5·5	6·1
Mineral royalties	-0·8	-1·1	-0·1	0·3	—	0·2	-0·1	0·1
Technological royalties (¶)	2·9	1·9	9·9	3·9	-10·4	-11·1	20·3	15·0
TOTAL	7·2	7·2	16·6	12·0	- 9·1	- 9·2	25·7	21·2

(†) Transactions covering royalties, licences to use patents, trade marks, designs, copyrights, etc., manufacturing rights and use of technical 'know-how'.
(‡) Transactions with overseas branches, subsidiaries, associated and parent companies.
(§) Amounts debited to overseas.
(‖) Excludes transactions in respect of rights to cinematograph films, television and broadcasting materials.
(¶) Royalties, etc., other than royalties on printed matter, sound recording or performing rights, cinematograph films, etc., and mineral royalties.
(††) Amounts credited to overseas.
(‡‡) — indicates United Kingdom debits.

of receipts over payments in respect of technological royalties fell to about £4 million in 1967 compared with £10 million in 1966. As in previous years, a large proportion of payments in respect of technological royalties (about 57 per cent in 1967) was made to related companies overseas, mainly to parent or associated companies of affiliates operating in the United Kingdom, though there was also a substantial rise in payments to unrelated overseas concerns in 1967. In contrast, receipts from unrelated concerns in respect of technological royalties remained virtually unchanged between 1966 and 1967, the whole of the increase coming from related companies.

Total royalty payments to overseas related concerns exceeded total receipts from overseas related concerns in 1967 as in the previous year, the excess of payments over receipts being roughly the same at £9 million. The balance with unrelated overseas concerns was still favourable, but fell to £21 million in 1967 from £26 million in 1966.

The devaluation of sterling in November 1967 will have affected the results of this inquiry to some degree, in that the sterling equivalent of transactions expressed in non-devaluing currencies will be inflated by some 16 per cent in the post-devaluation period. Although some companies reported for an accounting period ending after December 31, 1967 in the inquiry, the average period after devaluation reflected in the returns was no more than two months, and it is unlikely that the level of receipts and payments reported for 1967 has been inflated by more than 2 per cent on account of devaluation.

Area analysis

Tables 2 and 3 present a geographical analysis of the returns received in the inquiry before making any allowance for non-response, showing receipts separately from payments.

About three-quarters of royalty receipts came from the developed countries of the non-sterling area, especially the United States (27 per cent), Japan (11 per cent), Western Germany (7 per cent) and France (6 per cent). Receipts from developing countries were comparatively small in total (16 per cent). Receipts in respect of 'artistic' royalties were even more strongly concentrated in the developed countries of the non-sterling area, which accounted for over four-fifths of the total.

Payments in respect of royalties were virtually all to non-sterling area countries. The large proportion of payments to the United States (65 per cent) included substantial payments to related concerns, mainly parent or associated companies of affiliates in the United Kingdom. Payments to Western European countries were mainly to Switzerland and France.

Table 2. Royalties and similar transactions – receipts from overseas by country and type, 1967

Summary of returns received. £ million

Area or Country	All Royalties, etc.			Printed, etc., Royalties	Technological and Mineral Royalties
	Total Receipts	Receipts from Related Concerns	Receipts from Unrelated Concerns		
OVERSEAS STERLING AREA	10·32	7·46	2·86	1·48	8·83
Developed Countries	5·73	3·95	1·78	0·94	4·79
Of which:					
Australia	2·62	2·00	0·62	0·44	2·18
Irish Republic	0·42	0·21	0·21	..	..
New Zealand	0·66	0·38	0·28	..	..
South Africa	2·03	1·36	0·66	0·31	1·72
Developing Countries	4·59	3·51	1·08	0·55	4·04
Of which:					
India	1·48	1·03	0·46	0·04	1·44
Malaysia	0·54	0·50	0·04	..	..
Pakistan	0·57	0·49	0·07	..	..
Commonwealth West Indies	0·34	0·25	0·10	..	..
Commonwealth Africa	0·91	0·86	0·06	..	..
Other developing countries	0·55	0·49	0·07	..	..
NON-STERLING AREA	49·87	17·11	32·76	8·80	41·07
Developed Countries	44·97	15·15	29·81	8·44	36·52
Of which:					
Canada	2·11	1·49	0·62	0·32	1·79
United States of America	16·22	6·97	9·26	3·29	12·93
Western Europe	16·34	5·71	10·63	..	..
Of which:					
EFTA	2·40	0·86	1·54	0·32	2·08
Of which:					
Denmark	0·30	0·16	0·14	0·07	0·23
Portugal	0·57	..	..	..	..
Sweden	0·51	0·07	0·44	0·11	0·40
Switzerland	0·48	0·10	0·38	..	..
EEC	13·66	4·82	8·84	2·47	11·19
Of which:					
Belgium and Luxembourg	1·55	0·61	0·94	0·11	1·44
France	3·57	1·66	1·92	0·90	2·67
Western Germany	4·42	0·96	3·46	0·88	3·54
Italy	2·82	0·89	1·93	0·35	2·47
Netherlands	1·30	0·70	0·60	0·23	1·07
Japan	6·58	0·86	5·72	0·84	5·74
Developing Countries	4·90	1·96	2·94	0·36	4·54
Western Europe	1·54	0·35	1·19	0·18	1·36
Of which:					
Spain	1·17	0·30	0·88	0·08	1·10
South and Central America	2·51	1·50	1·01	0·14	2·37
Of which:					
Argentina	0·43	0·36	0·07	..	..
Brazil	0·55	..	..	..	..
Mexico	0·49	0·22	0·27	..	..
TOTAL OF RETURNS RECEIVED	60·19	24·57	35·62	10·29	49·90

Table 3. Royalties and similar transactions – Overseas expenditure by country and type, 1967

Summary of returns received. £ million

Area or Country	All Royalties, etc.			Printed, etc., Royalties	Technological and Mineral Royalties
	Total Payments	Payments to Related Concerns	Payments to Unrelated Concerns		
OVERSEAS STERLING AREA	0·21	0·06	0·15	0·11	0·10
Developed Countries	0·13	0·01	0·11	0·04	0·09
Developing Countries	0·08	0·05	0·04	0·07	0·01
NON-STERLING AREA	54·29	32·13	22·17	5·28	49·01
of which:					
Canada	1·04	..	..	0·06	0·98
United States of America	35·32	24·60	10·72	2·89	32·43
Western Europe	13·95	6·38	7·57	1·26	12·69
Of which:					
EFTA	5·83	2·49	3·34	0·25	5·58
Of which:					
Denmark	0·89	..	..	0·02	0·86
Sweden	0·96	0·33	0·64	..	..
Switzerland	3·75	1·75	1·99	0·18	0·96
EEC	8·07	3·89	4·18	1·01	7·05
Of which:					
Belgium and Luxembourg	0·45	..	..	..	..
France	4·08	2·54	1·54	0·48	3·60
Italy	0·97	..	..	0·09	0·88
Netherlands	0·92	0·73	0·18	0·05	..
Western Germany	1·65	0·31	1·34	0·25	1·40
Japan	0·08	—	0·08	..	..
Developing Countries	2·04	..	..	0·16	1·88
TOTAL RETURNS RECEIVED	54·50	32·19	22·31	5·39	49·11

Table 4. Receipts and payments of royalties

Summary of returns received. £ million

	Royalty Receipts (†)	Royalty Payments (‡)	Net Royalty Receipts (†) less (‡)
United Kingdom transactions with:			
THE UNITED STATES			
Total Royalties	16·2	35·3	–19·1
Related concerns	7·0	24·6	–17·6
Unrelated concerns	9·3	10·7	– 1·4
Artistic Royalties	3·3	2·9	0·4
Technological and mineral Royalties	12·9	32·4	–19·5
WESTERN EUROPE			
Total Royalties	17·9	14·0	3·9
Related concerns	6·1	6·4	– 0·3
Unrelated concerns	11·8	7·6	4·2
Artistic Royalties	3·1	1·3	1·8
Technological and mineral Royalties	14·8	12·7	2·1
REST OF WORLD			
Total Royalties	26·1	5·2	20·9
Related concerns	11·5	1·2	10·3
Unrelated concerns	14·5	4·0	10·5
Artistic Royalties	3·9	1·2	2·7
Technological and mineral Royalties	22·2	4·0	18·2

Figures of both receipts and payments are brought together in Table 4, where three broad areas (the United States, Western Europe and the rest of the world) are distinguished. The pattern shown in previous inquiries recurred in 1967, with a substantial excess of payments over receipts in transactions with the United States (especially in respect of related concerns), though there was a marginal excess of receipts over payments in respect of 'artistic' royalties. There was a surplus of receipts over payments for transactions with Western Europe, at a lower level in 1967 than in 1966, although payments to related concerns slightly exceeded receipts. Receipts far exceeded payments for transactions with the rest of the world, with a large excess of receipts over payments to related concerns, especially in the overseas sterling area where the affiliates of United Kingdom companies play an important role.

(Continued on next page)

OVERSEAS ROYALTY TRANSACTIONS, *continued*

Table 5. Industry analysis of royalties and similar transactions, 1967
Summary of returns received

£ million

	Receipts			Expenditure		
	Total	Related	Unrelated	Total	Related	Unrelated
ALL MANUFACTURING INDUSTRIES	54·40	22·89	31·51	49·50	29·72	19·78
Food, drink, tobacco	7·92	6·02	1·90	1·59	0·89	0·70
Chemicals and allied industries	18·52	5·90	12·62	9·97	5·75	4·22
Electrical engineering	6·76	3·17	3·59	10·53	7·64	2·89
Non-electrical engineering	4·70	2·33	2·37	11·22	7·94	3·28
Ships, aircraft and vehicles including motor vehicles	3·14	0·72	2·42	4·30	0·17	4·13
Textiles, clothing and footwear	3·21	0·80	2·41	1·17	0·45	0·72
Paper, printing and publishing	1·17	0·44	0·73	1·36	0·61	0·75
Other manufacturing industries	8·98	3·51	5·47	9·36	6·27	3·09
DISTRIBUTION AND OTHER ACTIVITIES	5·79	1·68	4·11	5·00	2·47	2·53
TOTAL OF RETURNS RECEIVED	60·19	24·57	35·62	54·50	32·19	22·31

Industrial analysis

Table 5 shows the distribution of royalty receipts and payments analysed by the industry of the United Kingdom business making or receiving the payment. Companies in chemical and allied industries represented the largest single source of receipts (31 per cent of the total), but in terms of payments, electrical and non-electrical engineering (with 19 per cent and 21 per cent of the total respectively) were more important. Receipts from related concerns were particularly important among firms in the food, drink and tobacco industries, while payments to related concerns were proportionately most important among firms in engineering.

A more detailed industrial analysis of technological and mineral royalties is shown in Table 6, where certain areas and countries are distinguished. The amount of information which can be shown here is limited by the need to avoid the disclosure of figures relating to individual firms.

Notes and definitions

Firms were asked to return amounts payable to, or receivable from, overseas concerns (including individuals) in respect of the right to use processes and other information (e.g. royalties, licences to use patents, trade-marks, designs, copyrights, etc. or for manufacturing rights and use of technical 'know-how'). Mineral royalties, and royalties, etc. on printed matter, sound recordings or performing rights were also included. The mineral royalty transactions recorded relate to overseas mineral rights, other than oil, in respect of which payments were made to or from companies registered in the United Kingdom.

Amounts reported are those payable or receivable whether on current or capital account, after deduction, where appropriate, of United Kingdom or overseas tax. Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included, as have agency earnings of United Kingdom concerns and lump sums settlements, but sales commissions and registration fees on patents held by United Kingdom concerns have not been included. Royalties, etc. included in the recorded value of United Kingdom imports and exports and royalties rentals, etc. in respect of cinematograph film and television programme material have been excluded.

The inquiry covered transactions between United Kingdom and overseas concerns (and individuals). These concerns could be related, i.e. parent companies, branches, subsidiaries or associates of the reporting companies, or not related in any way; these two categories being reported separately. In a few instances where separate returns were received for different parts of the same United Kingdom enterprise, the returns were combined for purposes of classification and compilation.

Returns were classified to industry according to the main activity of the United Kingdom business.

Companies were asked to make returns for their accounting years if information was not available for calendar years.

The statistics relate to the 'United Kingdom' which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

Table 6. Analysis of technical and mineral royalties, 1967
Summary of returns received.

£ million

	Technological and Mineral Royalties													
	Manufacturing Industry										Other activities (†)		All technological and mineral royalties (†)	
	All manufacturing industries		Chemicals		Non-electrical engineering		Electrical engineering		Other					
	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure
OVERSEAS STERLING AREA	8·52	0·10	3·02	0·04	1·18	0·02	0·53	0·02	3·80	0·03	0·30	..	8·83	0·10
Developed countries	4·61	0·08	1·95	0·03	0·67	0·02	0·45	..	1·55	0·02	0·18	..	4·79	0·09
Of which:														
Australia	..	0·05	1·08	..	..	0·01	..	..	0·41	0·01	..	..	2·18	0·05
South Africa	1·59	..	0·57	..	..	..	..	..	0·68	..	0·12	..	1·72	..
Developing countries	3·91	0·01	1·08	..	..	..	..	..	2·25	..	0·13	..	4·04	0·01
Of which:														
India	1·44	—	..	..	0·48	—	..	..	0·48	—	—	—	1·44	—
Pakistan	..	—	0·43	—	..	—	..	..	0·06	—	—	—	..	—
NON-STERLING AREA	39·29	46·21	15·43	9·79	6·65	15·00	1·57	8·89	15·64	12·53	1·78	2·80	41·07	49·01
Developed countries	34·79	44·34	14·03	9·78	6·19	13·16	1·29	8·89	13·27	12·51	1·73	2·80	36·52	47·14
Of which:														
Canada	..	0·14	0·34	..	..	0·11	0·06	..	0·41	0·01	..	0·84	1·79	0·98
United States of America	..	30·96	5·74	5·42	1·83	10·09	..	7·41	4·73	8·05	..	1·46	12·93	32·43
European Free Trade Area	2·04	5·28	0·66	1·05	0·27	1·75	0·17	0·84	0·95	1·63	0·04	0·30	2·08	5·58
European Economic Community	10·94	6·85	3·62	3·18	2·62	0·68	0·44	0·48	4·27	2·52	0·25	0·19	11·19	7·05
Of which:														
France	..	..	0·37	1·50	0·83	0·22	..	..	1·07	..	..	..	2·67	3·60
Italy	..	..	1·55	..	0·31	..	..	..	0·48	0·02	..	..	2·47	0·88
Western Germany	3·49	1·40	1·01	0·64	0·53	0·34	0·02	..	1·93	0·39	0·05	..	3·54	1·40
Developing countries	4·50	1·87	1·40	0·01	0·45	1·83	0·27	—	2·37	0·03	0·05	0·01	4·54	1·58
Of which:														
South and Central America	2·25	0·04	0·79	—	..	—	..	—	1·35	—	0·03	—	2·37	0·04
TOTAL OF RETURNS RECEIVED	47·81	46·30	18·46	9·83	7·82	15·42	2·09	8·91	19·44	12·56	2·09	2·81	49·90	49·11

(†) Including mineral royalties amounting to receipts of about £1 million.

Upward trend continues in electronic capital equipment industry

PROVISIONAL TOTAL OUTPUT† of the Capital Equipment sector of the electronics industry in the fourth quarter of 1968, at £125 million was 2 per cent higher than in the third quarter (£122 million) and nearly 7 per cent higher than in the fourth quarter of 1967 (£117 million) according to the Ministry of Technology.

Fourth quarter exports up another 4 per cent

In the fourth quarter of 1968 home output was very little different from that in the third quarter, but exports were 4 per cent higher. There were once again increased exports of computers and sharp increases in exports of broadcasting and radio communications equipment, and of industrial control equipment. On the other hand, exports of radar and navaids fell from the exceptionally high level of the third quarter.

Full details of all types of equipment are shown, in terms of current prices, in the table below.

1968 output rises 14 per cent to £467 million

A much more meaningful comparison for the capital sector as a whole is from one full year to another:

Total output of electronic capital equipment

	1967 £m.	1968 £m.	Increase £m.	%
Computers	94·4	109·9	15·5	*16*
Control equipment	42·5	53·1	10·6	*25*
Measuring instruments	36·8	42·8	6·0	*16*
Nucleonic instruments	4·3	5·4	1·1	*25*
Broadcasting equipment	8·2	10·1	1·9	*23*
Radar and navaids	87·6	97·4	9·8	*11*
Radio communications	38·4	44·1	5·7	*15*
Other goods	36·2	35·7	-0·5	*-1*
Other work	18·6	25·2	6·6	*35*
Total deliveries	367·0	423·8	56·8	*15*
R & D	43·0	43·7	0·7	*2*
TOTAL OUTPUT	410·0	467·5	57·5	*14*

(†) i.e. Total deliveries plus research and development.

It will be seen that under every heading except 'other goods' there was an increase from 1967 to 1968, and that overall the performance of the capital sector of the electronics industry was 14 per cent better in 1968 than in 1967. Worthy of note are the increases in control equipment and instruments, and in broadcasting equipment.

Annual exports up 21 per cent to £152 million

Export deliveries of capital equipment have always been high. In 1967 33 per cent of total deliveries were for export, and the corresponding figure in 1968 was 36 per cent. More important, however, was the increase in the value of exports in 1968. The table below shows a 21 per cent increase to £153 million from the 1967 total of £126 million.

Orders on hand improve on 1967 by £60 million

Orders on hand at December 31, 1968 were £536 million, little different from the figure at September 30, 1968, but appreciably higher than at December 31, 1967. Details for the most recent dates are as follows:

£ million

	Total	Home	Export
31 December 1967	476	319	157
31 March 1968	490	318	172
30 June 1968	519	333	186
30 September 1968	532	335	197
31 December 1968	536	360	176
% increase in December 1968 on December 1967	60	41	19
	13	*13*	*12*

Included in these figures are orders for computers which, at December 31, 1968 totalled £151 million, of which £40 million were for export.

Employment continues stable

The total number employed in the capital equipment sector at December 31, 1968 was 144,000 of whom 45,000 were in the computer industry. The stability of the labour force throughout 1968 is worthy of comment although, of course, there were some major structural changes in the electronics industry generally during this time.

Electronic Capital Equipment: Deliveries, R & D and Other Work

£ million Current prices

	1967		1968 p		1967 4th quarter		1968 1st quarter p		2nd quarter p		3rd quarter p		4th quarter p	
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export
1. Electronic computers and related equipment	94·4	35·3	109·9	39·0	27·7	9·3	23·4	6·9	25·6	9·3	30·4	10·8	30·5	12·0
2. Industrial electronic control equipment	42·5	9·4	53·1	12·7	11·9	2·8	13·1	3·2	12·6	2·9	13·2	3·1	14·2	3·5
3. Electronic measuring and testing equipment	36·8	15·3	42·8	18·7	10·4	4·4	11·2	4·4	9·7	4·3	11·3	5·1	10·6	4·9
4. Nucleonic instruments and controls	4·3	1·0	5·4	1·2	1·3	0·3	1·5	0·3	1·2	0·3	1·2	0·3	1·5	0·3
5. Public broadcasting and ancillary equipment	8·2	4·8	10·1	4·7	2·4	1·4	1·8	0·6	2·4	0·9	2·5	1·2	3·4	2·0
6. Radar and electronic navigational aid equipment	87·6	30·8	97·4	43·8	25·0	9·7	23·5	10·9	23·1	10·9	26·2	12·0	24·6	10·0
7. Radio communication equipment	38·4	17·5	44·1	19·1	10·5	4·4	9·6	3·5	10·1	4·0	11·6	5·4	12·8	6·2
8. Other electronic capital goods	36·2	9·0	35·7	9·9	10·8	1·8	10·1	2·7	8·9	2·2	7·8	2·6	8·9	2·4
9. Other work	18·6	3·1	25·2	3·5	5·3	1·2	5·4	0·5	5·8	0·7	7·4	1·0	6·6	1·3
Total deliveries	367·0	126·2	423·8	152·6	105·3	35·3	99·6	33·0	99·4	35·5	111·7	41·4	113·1	42·7
10. Research and development	43·0	2·6	43·7	3·2	11·4	1·1	10·9	0·9	11·0	0·8	10·4	0·5	11·4	1·0
TOTAL OUTPUT	410·0	128·8	467·5	155·8	116·7	36·4	110·5	33·9	110·4	36·3	122·1	41·9	124·5	43·7
11. Sales to other UK electronics manufacturers	8·3	—	12·9	—	2·5	—	3·0	—	3·1	—	4·0	—	2·8	—

p Provisional.
Items 2, 3, 4 above are derived from the Electronic Capital Equipment and from the Scientific Instrument inquiries.
Item 9 covers the installation and field maintenance of capital equipment.
Item 10 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products.
Item 11 is already included as part of the output of these other manufacturers in Total Output.

Exhibitions and Fairs

British firms break sales records at Hanover Fair

A report from the British Consulate-General, Hanover

HANOVER fairground is well known as the largest in Western Europe. Visitors and exhibitors to the 23rd fair which took place from April 26-May 4 found that not only had the net exhibition space been increased yet again to 416,830 sq. m. but that work is well advanced on the building of a new 80,000 sq. m. hall which will produce an extra 50,000 sq. m. net exhibition space for next year's fair.

Because of pressure on space the fair authorities now arrange a 'turn-about' sharing of space for some industries. This year it was the turn of industries in the fields of water, nuclear power, wood-working machinery, pumps, compressors, valves, oil hydraulics and pneumatics, in addition to those industries which exhibit each year. Despite the building of the new hall which is to house business and office equipment, the fair authorities plan to retain their 'turn-about' arrangements for future years.

There were 188 British exhibitors at this year's fair. Of these 77 firms were exhibiting on 10 joint venture stands arranged by their associations with the assistance and backing of the Board of Trade and the Central Office of Information.

The opening ceremony was attended by HE the British Ambassador, Sir Roger Jackling, and the British Consul-General in Hanover, Mr. J. M. Leadbitter. The speech at the opening ceremony on behalf of foreign exhibitors was given by Mr. Peter R. Brookman, director of the woodworking machine tool manufacturing firm of R. S. Brookman and president of the Committee for Fairs and Advertising (EUMABOIS). Mr. Brookman spoke of the heavy responsibility of speaking on behalf of foreign participants in 'this remarkable fair. Representation at the fair is so widespread that to do so is tantamount to speaking on behalf of the rest of the world.' He went on to say that the scope of the Hanover Fair is such that buyers of the world can see and assess the goods of the world.

Commenting later on the results achieved by his firm which was exhibiting on a joint venture stand arranged by the Machine Tool Trades Association and the Board of Trade, Mr. Brookman said that actual orders booked during the fair were double those taken in 1967 which was the last occasion when there was a woodworking section at the fair. Sales had been made to Germany, Holland, Denmark, Japan, Algeria, Italy, Sweden and France, and all machines on the stand had been sold. Interest and inquiries built up rapidly after the first day and then remained at a high level throughout the fair.

After the opening ceremony the Ambassador visited many of the British exhibitors including members of the British Stationery and Office Equipment Association, the Machine Tool Trades Association, the British Compressed Air Society, the Association of Hydraulic Equipment Manufacturers and the British Electrical and Allied Manufacturers Association, as well as some of the independent exhibitors. The Ambassador complimented exhibitors on their fine displays and the enthusiasm they showed.

Mr. Edmund Dell, Minister of State, Board of Trade, visited the fair on April 29 and 30 and during his stay was able to see and talk to many British exhibitors. On Monday evening Mr. Dell attended a reception given in his honour by the Hanover Chamber of Commerce which was also attended by some 40 members of the Chamber, and a similar number of leading British businessmen attending the fair.

The British Compressed Air Society arranged a joint venture stand for seven of its members for the first time at Hanover. Several of those participating had not previously exhibited overseas. Two of the firms, already represented in Germany, obtained substantial orders. Hydrovane Compressor Co. Ltd. took orders estimated at £12,000, which caused their German agent to comment, 'It's been damned worthwhile'. In addition they received inquires which will now be followed up by their German representation. The remaining five received many inquiries for their products and in some cases discussed agency possibilities. Generally, results exceeded their expectations.

The Association of Hydraulic Equipment Manufacturers had also arranged a joint venture for the first time at Hanover, and

(*Continued on page* 1399)

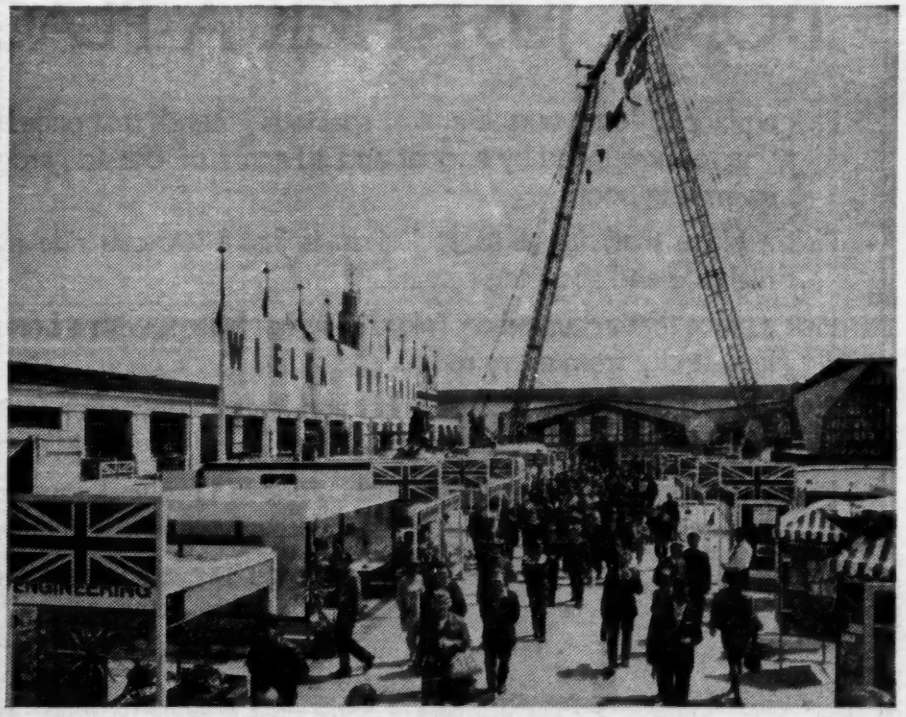
British Shopping Weeks and Store promotions 1969

THE FOLLOWING European events, which were listed as deleted in the *Board of Trade Journal* of May 2, page 1260, have not been cancelled and have taken or will take place on the dates shown below:

Caen: Nouvelles Galeries – April 19-May 3.
Metzingen: 'Für Sie' Voigt KG – April 28-May 3.
Lille: Nouvelles Galeries – May 8-20.
Luneberg: British Shopping Week – May 10-18.
Luneberg: SPAR Organisation – May 10-18.
Vechta: British Shopping Week – June 14-21.

Left: Sir Roger Jackling, British Ambassador at Bonn (holding drawer unit) and Mr. J. M. Leadbitter, British Consul-General, Hanover, examining the dovetail joints of a drawer unit made on the stand of Brookman Ltd., a member of the Machine Tool Trades Association, and being watched by Mr. Peter Brookman on the Ambassador's right. Right: A member of the staff of Sumlock Comptometer Ltd., explaining one of their desk units to Mr. Edmund Dell (seated), Minister of State, Board of Trade. Mr. J. M. Leadbitter is watching.

The Midland Bank's Overseas trade services will be available at the **Poznan International Trade Fair 8-17 June '69**



Our representative Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Hotel Merkury, Roosevelta 20, Poznan (tel: 47231).

If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

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10 of its members took part. All were extremely pleased with the results and the contacts they were able to establish with representatives in the trade from far and wide. One of their firms was arranging for their sales director to visit Scandinavian countries immediately after the fair, to follow up inquiries received. They regretted that they had not come to Hanover five years ago.

Members of the British Electrical and Allied Trades Association were exhibiting in three halls and their own pavilion. Exhibits included large industrial high voltage insulators and complex switchgear and control equipment. Only one exhibitor felt that his products could be better shown elsewhere, while all the others were well satisfied with the business they had done. The publicity manager of MTE Control Gear Ltd. attributed much of their success to their work immediately prior to the fair, when they sent publicity material to some 4,000 companies. The level and serious nature of the inquiries received reflects the impact their campaign achieved.

Among the companies exhibiting independently in the electrical field was BSR, manufacturers of record turntables and changers. During the course of the fair they took orders worth £125,000 for countries outside Germany and for about £90,000 within Germany. Although they are supplying some of the market from their Hanover factory many of these orders will be met from their factories in the United Kingdom.

The need to prepare the market was also emphasized by Mr. Allenby, divisional director of Lansing Bagnall, at the stand of their German subsidiary – Lansing GmbH. Two years ago they received 300 inquiries; last year the figure was over 500. This year they had expected a levelling off but were absolutely shattered when they received close on 1,000 serious inquiries. All these have to be followed up, but this figure was achieved because of their efforts in sending publicity material to their German mailing list of 20,000. He went on to say that while it was difficult to get started in the German market it is the most powerful, the most rewarding and the richest in Europe. He added that the only thing that will bring success in this market is performance. Recommendation from one customer to another is the best way to extend business. The German customer is certainly not prepared to buy, in most branches of industry, from a company that is not represented within Germany and can not provide spares and service.

The Hanover Fair is by no means confined only to heavy industry. Members of the British Jewellers Association and the British Pottery Manufacturers Federation were exhibiting. All these firms reported a high level of interest in their products and a large number of orders were taken. The Worcester Royal Porcelain Co. Ltd. said that they had received orders from no fewer than 25 different countries and serious inquiries from several more. The increase in this year's trade compared with last year was approximately 330 per cent which represents 66 per cent improvement on their previous best at the Hanover Fair. Orders totalling over £3,000 were taken on behalf of Spode and £7,000 for Palisey Pottery Ltd.

The British Stationery and Office Equipment Association had five members exhibiting at Hanover while the Business Equipment Trade Association had 12. All reported a high level of interest in their products and many had taken worthwhile orders.

Among the independent exhibitors in this field was International Computers Ltd. Inquiries at their stand exceeded all their expectations. They attribute this to the fact that they were showing a large computer system running consistently with four programmes of varying nature. One of the newer and more interesting exhibits that they had on show was a soft-wear programme which enables clothing manufacturers to produce computer optimized patterns for their various products. This obviously has appeal for the larger bulk clothing manufacturer, and it drew a great deal of attention from a number of German companies in this field.

The success achieved by British companies at this year's Hanover Fair underlines the opportunities that are available in the German market and elsewhere in Europe for British exporters. The Hanover Fair has shown itself to be a good shopwindow for British exhibitors wishing to take advantage of these opportunities. Provisional figures issued by the fair authorities show that a record of more than 600,000 people visited the fair. While many of these were members of the public there was nevertheless an exceptionally large number of business visitors from all parts of the world. These included delegations from Finland, Venezuela, Argentina, Hungary, the United States, Canada, Yugoslavia, Australia, Japan and many countries in Western Europe. From various statements made at the closing press conference it can be fairly said that this was the most successful fair on record.

British premium manufacturers' first showing at New York

A report from the British Consulate-General, New York

'CAN YOU give me a quotation on a million of these?' 'What is your delivery schedule on a million pieces of this?' Such questions resemble a sales manager's dream, or a production manager's nightmare. But there was nothing hallucinatory about these inquiries heard repeatedly by exhibitors during the four days of the 31st New York Premium Show between April 21 and 24, and in the cold light of day made by buyers of the world's largest users of premium goods.

This 31st Premium Show was a milestone in the history of the United States premium industry in a number of ways; for the first time ever it attracted over 1,000 exhibitors occupying 1,400 stands on the four floors of the New York Coliseum exhibition building. Another important 'first' from the British viewpoint was the participation by 31 British manufacturers under a joint venture sponsored by the British Premium Manufacturers Association and the Board of Trade.

Occupying two rows of stands in the 'British Aisle' the British exhibitors presented a concentration of force and a variety of products that, together with favourable publicity, made an impact far exceeding its 3 per cent participation. Uniform stand design with imaginative and well-spaced exhibit display occasioned much favourable comment by buyers and other exhibitors, many of whom welcomed their British guests not only with hospitality but with very genuine interest in their products and ideas.

Although an inquiry for quantities of millions might have had a strange ring in the ears of British exhibitors on the first morning of the show, it had become quite a familiar tune by the third day when one British representative could claim to have received no less than 14 inquiries for orders of a million or more, and another British exhibitor had received one serious inquiry for 5 million pieces.

Most of the British exhibitors were well experienced in the premium trade and were easily able to appreciate that only a small proportion of initial inquiries eventually reach fruition. But to British exhibitors showing at an overseas fair for the first time such inquiries provided more than sufficient encouragement and they were quickly able to appreciate the size of the opportunities this industry offers, and the demands it makes on manufacturers. Many of the best inquiries came from contacts made by the British participants before leaving the United Kingdom; in so vast a show it pays to have identified the buyers one wants to see before the event and specifically to invite them to visit one's stand.

The value of the goods sold through the premium industry in the United States is $3,400 million annually. Nothing is too small or too large, too cheap or too expensive, to be considered as a premium product, and goods on display at this show ranged from 1 cent 'give-a-ways' through electric hair curlers for 'house-party organizers', to mink coats and packaged holidays to Europe as salesmen's incentives.

The premium has been used as an effective tool of marketing in the United States for 60 or more years but, as in Britain, real expansion has taken place during the past 12 to 15 years. Although safely through its infancy, the industry has by no means reached full maturity, and in its adolescence the market is wide open to new ideas.

Growth industries for premium use in the United States in 1969 are petroleum, tobacco, supermarkets and banks and saving loan asociations. Most of these have been through the trading stamp, coupon scheme, competitions and awards and self-liquidator type of promotion and are now looking for something new, not in products but ideas. Representing Britain for new ideas at the New York Show were a team from Waddingtons of Kirkstall led by their managing director. Meticulously dressed, with bowler hats and umbrellas, they attracted inquiries from over 100 premium users, jobbers and other idea-seekers. With the 'cards' of many of the most important premium people in their pockets they are staying on in the United States to make follow-up calls during the two weeks following the show.

Premium promotions take many months to plan and set up before they are ready for launching. The follow-up and constant attention to progress and changes by the premium supplier is essential during this period. If all those who received inquiries follow-up with diligence, the inquiries will mature into firm orders.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

Five joint ventures at Zagreb Spring Fair

A report from the British Consulate-General, Zagreb

Demonstration on one of the British stands at the Zagreb Spring Fair.

YUGOSLAVIA is a market which has many opportunities to offer the exporter who is prepared to visit the country and negotiate with Yugoslav business people directly. For British firms who are interested in exploring the possibilities of this growing market, an exhibit at a Yugoslav trade fair is an excellent way of introducing their products to the public, as the fairs are attended by large numbers of Yugoslav buyers, and indeed, increasingly, by those of many neighbouring countries, both Eastern and Western Europe.

The Spring Fair in Zagreb, unlike the Autumn Fair, is a specialized exhibition. This year the exhibition covered the following ten broad groups: consumer goods, food fair, crafts fair, fashion show, tourist catering and shop equipment, measuring and control techniques and automation (Jurema), medicine and medical aids, transports, communications and airport services, timber and timber industry equipment and mechanical handling.

Over 1,560 exhibitors from Yugoslavia and 25 foreign countries attended this year's fair, held from April 19 to 27, and 120,000 exhibits were on display. The press reported that 350,000 attended the fair.

Twenty-eight British firms participated in five joint ventures with the Board of Trade, exhibiting in the consumer goods, medical, catering, transport and mechanical handling sections of the fair. The bright design of the British stands drew favourable comment from many visitors.

The consumer goods section was the major event of the fair, with a wide range of articles on display, including electrical, metal and chemical products, china and glass, musical instruments, clothing and sports goods.

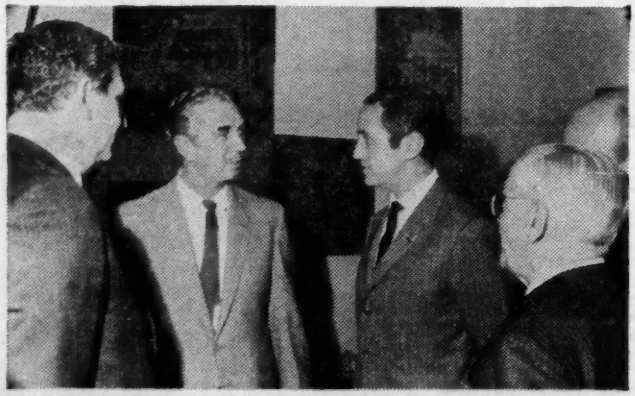
The British exhibit in this section was formed by five British musical instrument manufacturers sponsored by the Association of Musical Instrument Industries. Their goods, particularly the drum kits, attracted the liveliest attention, checked only by the current limits on foreign currency for consumer goods. However, most of our exhibitors sold the instruments they had on display, and received serious inquiries which they felt would lead to good future business.

A group of seven British manufacturers of catering equipment and supplies, sponsored by the London Chamber of Commerce, had a variety of products on show. Several had sold all their exhibits well before the end of the fair and others reported that they had made good contacts which were likely to lead to future business.

The catering exhibition, featuring electrical kitchen equipment and glass drying machines, was a particular success. Cash registers also did well. As Yugoslavia is rapidly developing its tourist industry as its main foreign exchange earner, hotel and catering equipment is the type of product for which the Yugoslavs can readily find foreign currency for imports.

Twelve British firms exhibited in the medical section under the auspices of the British Surgical Export Group, displaying a wide range of the latest products in this field. Most of them were not newcomers to the Yugoslav market. For one or two it was the third time they had participated in a fair here, and their persistence is beginning to have good results. A manufacturer of Land Rover ambulances has now sold over forty in Yugoslavia in the last two years.

In the mechanical handling section of the fair there were three British exhibitors – two on outside sites – and in the transport section one British firm was represented.



Mr. Kenneth Oldfield (second from left), HM British Consul in Valencia, talks with Senor Lopez Bravo, Spanish Minister for Industry, during his visit to the exhibit of the British Ceramic Plant and Machinery Manufacturers' Association at the International Ceramics Fair, Valencia. The Marquis del Turia, president of the fair, is on the right, and Mr. C. J. Hench, who has been appointed permanent secretary of the association, on the left. During the fair the association held discussions with Spanish ceramics manufacturers and financial and banking interests.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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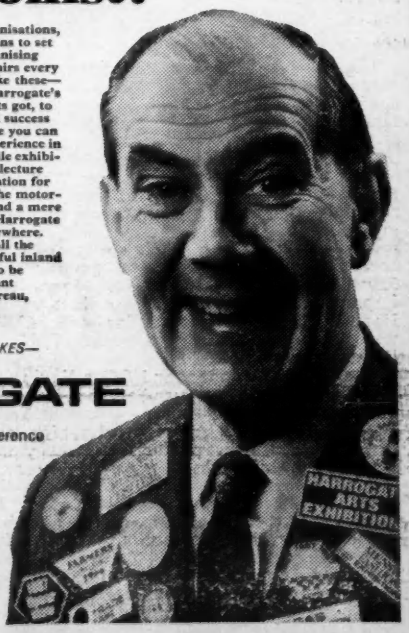

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TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Yugoslavia visa abolition agreement

AN AGREEMENT providing for the mutual abolition of visas between the United Kingdom and Yugoslavia was signed in Belgrade on April 29, 1969 and is due to enter into force on May 14, 1969.

The Yugoslav authorities have indicated that United Kingdom travellers to Yugoslavia, coming within the scope of the visa abolition agreement, will be admitted for a stay up to three months.

However, persons travelling to Yugoslavia to take up employment of any form or to follow specialized occupations are required within seven days of their arrival to apply to the police for an 'affidavit' required for the issue of a Residence Permit. Inquiries on this point should be directed to the Consular Section of the Yugoslav Embassy, 19 Upper Phillimore Gardens, London, W.8.

Tunisia and Finland

THE TUNISIAN *Journal Officiel* of March 28, 1969 announced the renewal, for a further year from January 1, 1969, of the trade agreement between Tunisia and Finland. Quotas under the agreement remain unchanged compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/459/461).

Italy and Norway

THE ITALIAN Minister of Foreign Trade has announced in a circular dated March 29, 1969 that the trade agreement between Italy and Norway has been tacitly renewed for a further year until March 31, 1970.

A previous notice on this subject appeared in the *Board of Trade Journal* of May 10, 1968, page 1461.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Italy and Indonesia

THE ITALIAN Minister of Foreign Trade has announced in a circular dated March 28, 1969 that the trade agreement between Italy and Indonesia signed on May 25, 1951 has been tacitly prolonged for a further year to March 31, 1970.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

New double taxation leaflet

THE BOARD of Inland Revenue have published 'Withdrawal of Relief for Overseas Underlying Tax', a new leaflet which describes recent changes in the rules concerning relief for overseas 'underlying' tax.

Copies of the leaflet are obtainable, free of charge, from the offices of HM Inspectors of Taxes. The reference number is I.R.6-1.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

ALGERIA

Bulletin 87/69

MINISTRY OF AGRICULTURE AND AGRARIAN REFORM:
Silos. June 14. E.S.B. 19460/69/J.
RADIO AND TELEVISION AUTHORITY (RTA):
Electronic Components. June 20. E.S.B. 19461/69/J.

ARGENTINA

Bulletin 85/69

INSTITUTO NACIONAL DE TECNOLOGIA AGROPECUARIA:
*23s. (Documents in Spanish.) **Laboratory Equipment.** June 10. E.S.B. 19003/69/J.

AUSTRALIA

Bulletin 85/69

STATE STORES BOARD:
*6s. **Induction Melting Furnace.** June 27. E.S.B. 18822/69/J.
DEPARTMENT OF WORKS:
***Construction of Runway Extension.** (Further Information.) E.S.B. 11156/69/J.

Bulletin 86/69

HYDRO ELECTRIC COMMISSION OF TASMANIA:
Pressure Relief Valves. June 9. E.S.B. 19092/69/J.

Bulletin 87/69

NOOSA SHIRE COUNCIL:
*41s. **Sewage Treatment Plant.** June 2. E.S.B. 19708/69/J.
BRISBANE CITY COUNCIL:
*14s. **Insulators.** May 28. E.S.B. 19500/69/J.
NORTHERN ELECTRICITY OF QUEENSLAND:
*48s. **Transformers.** July 2. E.S.B. 19703/69/J.

BOLIVIA

Bulletin 87/69

MINISTERIO DE OBRAS PUBLICAS:
Construction of a Motorway. (Further Information.) Closing date postponed to June 15. E.S.B. 8132/69/J.

BRAZIL

Bulletin 85/69

METROPOLITAN WATER COMPANY:
*5s. (Documents in Portuguese.) **Copper Ingots, Silicate Steel.** (Further Information.) E.S.B. 18239/69/J.
CENTRAIS ELECTRICAS DO SUL DO BRASIL, SA:
*11s. (Documents in Portuguese.) **Turbines, Generators.** (Pre-qualification.) June 2. E.S.B. 18897/69/J.

BURMA

Bulletin 85/69

MINISTRY OF DEFENCE:
*3s. **Lamps, Electrical Equipment.** June 15. E.S.B. 19008/69/J.
RANGOON MUNICIPAL CORPORATION:
*3s. **Plumbing Tools.** June 30. E.S.B. 19013/69/J.
*2s. **Steel Wire Mesh.** June 30. E.S.B. 19014/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Laboratory Supplies.** May 31. E.S.B. 19010/69/J.
PEOPLE'S OIL INDUSTRY:
*4s. Crane. June 5. E.S.B. 18851/69/J.

Bulletin 86/69

PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Pneumatic Jacks.** May 31. E.S.B. 19011/69/J.
DIRECTORATE OF TECHNICAL EDUCATION:
*6s. **Laboratory Equipment; Chemicals.** May 31. E.S.B. 19012/69/J.
CENTRAL STORES DEPARTMENT:
*21s. **Laboratory Testing and Measuring Equipment.** June 19. E.S.B. 19009/69/J.

CAMEROONS, FEDERAL REPUBLIC OF

Bulletin 87/69

DIRECTION DE L'AGRICULTURE:
Polyethylene Bags. May 26. E.S.B. 19067/69/J.

CEYLON

Bulletin 85/69

GOVERNMENT ELECTRICAL UNDERTAKINGS:
*2s. **Air-conditioning Plants.** (Further Information.) E.S.B. 17951/69/J and 17952/69/J.

Bulletin 87/69

MUNICIPAL COMMISSIONER:
*10s. **Office Equipment, Laboratory Equipment, Chemicals and Drugs.** June 19. E.S.B. 18899/69/J.

COLOMBIA

Bulletin 87/69

INSTITUTO NACIONAL DE RADIO Y TELEVISION CAN:
Orthicon and Vidicone Valves. June 20. E.S.B. 19093/69/J.
Electronic Valves. June 23. E.S.B. 19094/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 85/69

LANDESVERWALTUNGSAT BERLIN:
*12s. (Documents in German.) **Hospital Crockery and Furniture.** (Further Information.) E.S.B. 17530/69/J.

GHANA

Bulletin 85/69

GHANA SUPPLY COMMISSION:
Bogie Wagons. June 10. E.S.B. 18571/69/J and 18572/69/J.

GREECE

Bulletin 85/69

GREEK STATE RAILWAYS:
*21s. **Diesel Motor Spare Parts.** May 30. E.S.B. 18248/69/J.
*28s. **Passenger Coaches Spare Parts.** May 30. E.S.B. 18249/69/J.

Bulletin 87/69

MINISTRY OF COMMERCE:
*15s. **Pharmaceuticals.** June 4. E.S.B. 19446/69/J.
*16s. **Pharmaceuticals.** May 26. E.S.B. 19448/69/J.
*15s. **Liquid for Producing Mechanical Aero Foam.** June 4. E.S.B. 19701/69/J.
PUBLIC POWER CORPORATION:
Radiotelephone Equipment. June 9. E.S.B. 19437/69/J.
Relays. June 16. E.S.B. 19444/69/J.
Voltage Regulators. June 4. E.S.B. 19442/69/J.
***Television Transmitter and Communications Equipment.** (Further Information.) Closing date postponed to May 23. E.S.B. 10831/69/J.
PUBLIC POWER CORPORATION:
Measuring Instruments. June 10. E.S.B. 19438/69/J.

INDIA

Bulletin 85/69

BOMBAY PORT TRUST:
Construction of Boat Harbour. July 21. E.S.B. 18580/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
Tributyl Phosphate. May 23. E.S.B. 18808/69/J.

Bulletin 86/69

BEAS PURCHASE ORGANIZATION:
*7s. **Hydro Boom Spare Parts.** (Further Information.) E.S.B. 13406/69/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
***Bar Straightening, Reeling and Polishing Machines.** May 28. E.S.B. 19088/69/J.

Bulletin 87/69

HINDUSTAN CABLES LTD.:
Tubular Conductor, Sleeves, Collets, Manometers. May 28. E.S.B. 10983/69/J.
UP STATE ELECTRICITY BOARD:
*53s. **Electrical Equipment.** July 8. E.S.B. 19011/69/J.
BHARAT HEAVY ELECTRICALS LTD.:
*9s. **Vacuum Cleaners.** (Further Information.) E.S.B. 15988/69/J.
HEAVY ELECTRICAL (INDIA) LTD.:
*9s. **Steel Plates.** (Further Information.) Closing date postponed to June 16. E.S.B. 13234/69/J.
RAILWAY BOARD:
Steel Plates. June 12. E.S.B. 19711/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
Rotary Pump. June 11. E.S.B. 19497/69/J.
Memory Stack. June 6. E.S.B. 19495/69/J.
Low Background Twin Nal Crystal. June 4. E.S.B. 19494/69/J.
Potentiometer Recorder. June 4. E.S.B. 19493/69/J.
Mercury System. June 4. E.S.B. 19496/69/J.
Low Background Assembly. June 4. E.S.B. 19492/69/J.
Induction Heater. June 3. E.S.B. 19491/69/J.
Chart Recorder. June 3. E.S.B. 19490/69/J.
Hydrogen Purifier. June 2. E.S.B. 19486/69/J.
Logic Unit. June 2. E.S.B. 19488/69/J.
Single Pen Recorder. June 2. E.S.B. 19487/69/J.
***Stainless Steel Plates.** June 18. E.S.B. 19490/69/J.
X-Y Recorder. June 3. E.S.B. 19489/69/J.
HINDUSTAN COPPER LTD.:
*33s. **Magnetometer.** (Further Information.) E.S.B. 15755/69/J.
BEAS PURCHASE ORGANIZATION:
Oxygen Gas Cylinder Testing Equipment and Parts. (Further Information.) E.S.B. 15773/69/J.
HINDUSTAN COPPER LTD.:
*32s. **Microscopes.** (Further Information.) E.S.B. 15772/69/J.
*34s. **Spectrophotometer Salt.** (Further Information.) E.S.B. 15754/69/J.
BOMBAY PORT TRUST:
***Construction of Boat Harbour.** (Further Information.) E.S.B. 18580/69/J.
HINDUSTAN SHIPYARD LTD.:
***Hatch Covers.** (Further Information.) Closing date postponed to May 22. E.S.B. 7749/69/J.
GUJARAT ELECTRICITY BOARD:
Circuit Breakers. May 31. E.S.B. 19483/69/J.
Oil Circuit Breakers. May 31. E.S.B. 19484/69/J.

(Continued on page 1405)

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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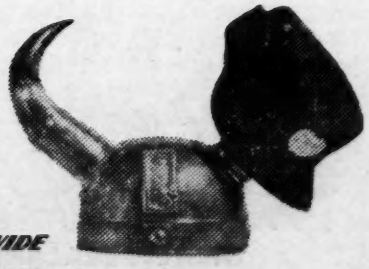

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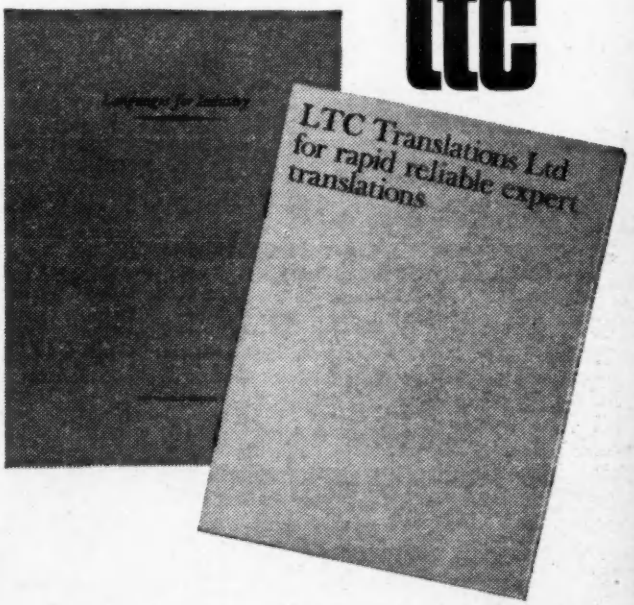

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IRAN

Bulletin 87/69

IRANIAN STATE RAILWAYS:
*17s. **Forks, Picks.** June 7. E.S.B. 18292/69/J.
*9s. **Electric Warming Apparatus.** June 9. E.S.B. 19709/69/J.
*13s. **Gas-Oil Meters.** June 18. E.S.B. 19710/69/J.

IRAQ

Bulletin 86/69

IRAQI PORTS ADMINISTRATION:
*4s. **Steel Pipes.** (Further Information.) E.S.B. 18000/69/J.
*6s. **Steel Poles.** (Further Information.) E.S.B. 18515/69/J.
*7s. **Electrical Equipment.** (Further Information.) E.S.B. 18516/69/J.
MINISTRY OF FINANCE:
*6s. **Film.** (Further Information.) E.S.B. 18513/69/J.
*10s. **Television Equipment.** (Further Information.) E.S.B. 18514/69/J.
ASBESTOS INDUSTRIES COMPANY (NAT.):
*3s. **Electric Motors and Vacuum Pumps.** May 31. E.S.B. 19405/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Channel Iron. June 17. E.S.B. 19091/69/J.
UN DEVELOPMENT PROGRAMME OFFICE:
*1s. **Rubber Tyre and Tube-making Machinery.** Closing date not stated. E.S.B. 19086/69/J.

Bulletin 87/69

DAIRY ADMINSTRATION:
*Aluminium Foil. May 31. E.S.B. 19084/69/J.
GENERAL SPINNING AND WEAVING CO.:
*1s. **Viscose Rayon Staple Fibre.** May 31. E.S.B. 19085/69/J.
MINISTRY OF FINANCE:
*7s. **Antibiotics.** June 1. E.S.B. 19090/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Pipe Fittings. June 21. E.S.B. 19406/69/J.
IRAQI DATES ORGANIZATION:
*Date Syrup, Animal Fodder and Cold Storage Plants. (Further Information.) E.S.B. 18228/69/J.

JORDAN

Bulletin 85/69

JORDAN ARAB ARMY:
Jerricans. May 26. E.S.B. 18569/69/J.

KENYA

Bulletin 87/69

MUNICIPAL COUNCIL OF THIKA:
Fire Appliances. May 30. E.S.B. 19465/69/J.

KUWAIT

Bulletin 87/69

KUWAIT MUNICIPALITY:
*8s. **Crane Truck.** June 3. E.S.B. 19430/69/J.
MINISTRY OF PUBLIC HEALTH:
*8s. **Injections.** June 10. E.S.B. 19434/69/J.
*9s. **Pharmaceuticals, Chemicals.** June 15. E.S.B. 19435/69/J.
CENTRAL TENDERS COMMITTEE:
*9s. **Cables.** June 3. E.S.B. 19432/69/J.

LEBANON

Bulletin 87/69

UN RELIEF WORKS AGENCY FOR PALESTINE REFUGEES:
*21s. **Sports Equipment.** May 27. E.S.B. 19466/69/J.

MALAYSIA

Bulletin 85/69

STATE CENTRAL TENDERS BOARD:
*8s. **Pipes and Fittings.** June 9. E.S.B. 18801/69/J.
KOTA KINABABU DISTRICT TENDERS BOARD:
*10s. **Chairs, Mirrors, Fans, Jointing Compound, Paints.** May 23. E.S.B. 18803/69/J.

Bulletin 86/69

UNIVERSITY OF MALAYA:
*51s. **Closed Circuit Television System.** May 31. E.S.B. 19006/69/J.

Bulletin 87/69

BINNIE AND PARTNERS (MALAYSIA):
Water Supply Equipment. June 30, July 31. E.S.B. 19044/69/J.

MALTA

Bulletin 85/69

TREASURY:
*Hospital Apparatus. June 12. E.S.B. 18557/69/J.
*Engines. June 12. E.S.B. 18556/69/J.

Bulletin 86/69

*Telecommunications Equipment. (Further Information.) E.S.B. 18286/69/J.
Engines. (Further Information.) E.S.B. 18556/69/J.

MAURITIUS

Bulletin 87/69

MINISTRY OF FINANCE:
*29s. **Drugs, Chemicals, etc.** (Further Information.) E.S.B. 18559/69/J.

MEXICO

Bulletin 86/69

COMISION FEDERAL DE ELECTRICIDAD:
*122s. (Documents in Spanish.) **Water Softening Plant.** June 6. E.S.B. 19005/69/J.
*Metal Structures. June 2. E.S.B. 19046/69/J.

Bulletin 87/69

*91s. **Water Pipes and Accessories.** June 10. E.S.B. 19007/69/J.

MOZAMBIQUE

Bulletin 87/69

PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
Signalling Equipment. June 2. E.S.B. 19455/69/J.
Rail Plates. July 7. E.S.B. 19456/69/J.
*54s. (Documents in Portuguese.) **Railway Track Materials.** May 30. E.S.B. 19454/69/J.

NEW ZEALAND

Bulletin 85/69

NEW ZEALAND GOVERNMENT RAILWAYS:
Railway Car Bogies. June 18. E.S.B. 18560/69/J.
POST OFFICE HEADQUARTERS:
*41s. **Clocks.** May 28. E.S.B. 18561/69/J.
*4s. **Meters.** May 27. E.S.B. 18877/69/J.
*3s. **Numbering Machines.** May 27. E.S.B. 18878/69/J.

Bulletin 86/69

POST OFFICE HEADQUARTERS:
*3s. **Arresters.** May 29. E.S.B. 19078/69/J.

Bulletin 87/69

*6s. **Radio Test Instruments.** May 30. E.S.B. 19077/69/J.
*3s. **Circuit Testers.** June 3. E.S.B. 19450/69/J.

NIGERIA

Bulletin 86/69

ELECTRICITY CORPORATION OF NIGERIA:
Aluminium Conductor. May 26. E.S.B. 19051/69/J.

PAKISTAN

Bulletin 85/69

PAKISTAN WESTERN RAILWAY:
Copper Ingots. May 27. E.S.B. 18875/69/J.
EAST PAKISTAN AGRICULTURAL DEVELOPMENT CORPORATION:
Fertilizers. May 30. E.S.B. 18894/69/J.
PAKISTAN WESTERN RAILWAY BOARD:
Steel Plates and Channels. June 14. E.S.B. 18871/69/J.
Casing Pipe. May 26. E.S.B. 18874/69/J.
DIRECTORATE OF SUPPLY:
*36s. **Workshop Equipment.** July 15. E.S.B. 18886/69/J.
*39s. **Hand Tools.** July 31. E.S.B. 18887/69/J.
*48s. **Water Meters Accessories.** June 24. E.S.B. 18888/69/J.

Bulletin 87/69

*9s. **Microscopes.** May 26. E.S.B. 19054/69/J.
*8s. **Cooling Tower.** May 28. E.S.B. 19055/69/J.
JUTE TRADING CORPORATION LTD.:
*2s. **Steel Bars.** May 30. E.S.B. 19079/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 87/69

SINGAPORE TELEPHONE BOARD:
*6s. **Telephone Poles.** May 27. E.S.B. 19464/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 86/69

STATE TENDER BOARD:
*8s. **Power Press.** May 26. E.S.B. 19030/69/J.
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Bulletin 87/69

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SPAIN

Bulletin 85/69

DIRECCION GENERAL DE CORREOS Y TELECOMUNICACION:
Communications Equipment. June 20. E.S.B. 18893/69/J.

Bulletin 87/69

MINISTERIO DE OBRAS PUBLICAS:
Vehicles, Road Maintenance and Communications Equipment. May 26. E.S.B. 19449/69/J.

SUDAN

Bulletin 85/69

SUDAN RAILWAYS:
*5s. **Wheels and Axles.** June 2. E.S.B. 18573/69/J.
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Bulletin 87/69

MINISTRY OF INDUSTRY AND MINING:
*85s. **Installation of Tannery.** July 1. E.S.B. 19069/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 87/69

DIRECTORATE GENERAL OF BROADCASTING ORGANIZATION:
Recording Tapes. June 12. E.S.B. 19020/69/J.
MINISTRY OF DEFENCE:
Workshop Equipment. June 18. E.S.B. 19024/69/J.
MAJOR PROJECTS ADMINISTRATION:
Consultancy Services. June 21. E.S.B. 19099/69/J.
DIRECTORATE GENERAL OF AGRICULTURAL CO-OPERATIVE BANK:
Zinc. May 31. E.S.B. 18530/69/J.

TAIWAN

Bulletin 85/69

CENTRAL TRUST OF CHINA:
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*3s. **Flame Photometer.** May 29. E.S.B. 18819/69/J.
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CENTRAL TRUST OF CHINA:
*8s. **Measuring Instruments.** May 29. E.S.B. 18858/69/J.

(Continued on next page)

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STATE HYDRAULIC WORKS:
*9s. **Filter Elements.** May 28. E.S.B. 19058/69/J.

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*10s. **Filter Elements.** June 2. E.S.B. 19060/69/J.

ANKARA ELECTRICITY, GAS AND BUS ADMINISTRATION:
*81s. **Studies for Underground Railway System and for the Modernization and Reorganization of Bus Administration.** (Further Information.) E.S.B. 9528/69/J.

UGANDA

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*11s. **Plastics Manufacturing Plant.** May 31. E.S.B. 19401/69/J.

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YUGOSLAVIA

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REPUBLIC ROAD FUND, ZAGREB:
***Construction of a Highway.** (Pre-qualification.) June 9. E.S.B. 19462/69/J.

REPUBLIC ROAD FUND, LJUBLJANA:
***Construction of a Highway.** (Pre-qualification.) June 9. E.S.B. 19463/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

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AUSTRALIA

Bulletin 85/69
Inquiry for automatic biscuit-making machines. E.S.B. 15673/69/J.

Bulletin 86/69
Inquiry for glass fibre components manufacturing machinery. E.S.B. 18798/69/J.
Agency inquiry for corrugated board machinery; envelope-making machinery; printing presses. E.S.B. 18470/69/J.
Inquiry for shirtings; trouserings and shortings. E.S.B. 18904/69/J.

Bulletin 88/69
2s. Agency inquiry for compressors; vacuum pumps. E.S.B. 5134/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 86/69
Inquiry for knitting machines. E.S.B. M/13/69/J.
Inquiry for reflective sheeting. E.S.B. M/12/69/J.

Bulletin 87/69
Inquiry for mechanical press drive. E.S.B. 13027/69/J.
Agency inquiry for carpeting. E.S.B. 16217/68/J.
Inquiry for rivet manufacturing machinery. E.S.B. 15671/69/J.

Bulletin 88/69
Inquiry for air-condition filters. E.S.B. P/2/69/J.

AUSTRIA

Bulletin 86/69
Agency inquiry for do-it-yourself tools and items; furniture, screws, hinges, etc.; glues; wood and plastic-working machinery. E.S.B. 17158/69/J.
Inquiry for motor vehicle accessories and parts; chemical products for motor trade. E.S.B. 19232/69/J.
Agency inquiry for men's and women's outerwear. E.S.B. 18347/69/J.

Bulletin 87/69
Inquiry for confectionery. E.S.B. 19166/69/J.
Agency inquiry for toiletries. E.S.B. 18980/69/J.
Inquiry for metal files. E.S.B. 18993/69/J.

Bulletin 87/69
Inquiry for polyester production plant. E.S.B. 19394/69/J.
Agency inquiry for cosmetics; perfumes; soaps. E.S.B. 19111/69/J.
Inquiry for printed cotton and printed nylon fabric. E.S.B. 18999/69/J.

Bulletin 88/69
Agency inquiry for crowbars; curtain accessories; hardware; metal saw blades and files; wall coverings. E.S.B. 18474/69/J.
British Week in Vienna. E.S.B. 9969/69/J.

BARBADOS

Bulletin 85/69
Agency inquiry for carpets; domestic electric appliances; furniture; ironing boards; lamps; records; tapes. E.S.B. 18071/69/J.
Agency inquiry for dress materials; laces; marquisette; shoes. E.S.B. 17835/69/J.

Bulletin 88/69
Agency inquiry for fish and chicken parts. E.S.B. 18740/69/J.

BRAZIL

Bulletin 86/69
Inquiry for brick-making machinery. E.S.B. 19154/69/J.

Bulletin 87/69
Manufacture under licence – manometers; thermometers. E.S.B. 19251/69/J.

Bulletin 88/69
Agency inquiry for industrial chemicals. E.S.B. 12084/69/J.
Inquiry for television components. E.S.B. 14760/69/J.
Inquiry for steel wire spring-making machines. E.S.B. 19327/69/J.

BRITISH HONDURAS

Bulletin 87/69
2s. Inquiry for airplane; air-conditioning equipment; beds and bed linen; kitchen and dining room equipment; marine radios; motor vehicles. E.S.B. 18983/69/J.
2s. Inquiry for building equipment; household appliances and equipment; logging machinery and equipment; office equipment; wood processing machinery. E.S.B. 18984/69/J.
2s. Inquiry for building and housing fittings; farm equipment and machinery; maintenance equipment and tools. E.S.B. 18985/69/J.

CANADA

Bulletin 85/69
Inquiry for line printer; plastic card reader; printer; punched card reader; teleprinter. E.S.B. 18936/69/J.
Inquiry for dart scoring equipment; track and field sports equipment. E.S.B. 18938/69/J.
Inquiry for wire. E.S.B. 18754/69/J.

Bulletin 86/69
Inquiry for audio metric soundproof booth. E.S.B. 19179/69/J.
Inquiry for spring balances. E.S.B. 19255/69/J.

Bulletin 87/69
Inquiry for electronic voltage sensing equipment; general control electrical apparatus; generators; low volume production electrical items. E.S.B. 9621/69/J.
Inquiry for confectionery. E.S.B. 17823/69/J.

CAYMAN ISLANDS

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Inquiry for cocoa; ingredients for reconstituted milk; sugar. E.S.B. 19177/69/J.

CHILE

Bulletin 85/69
4s. Inquiry for utilization of industrial by-products – further information. E.S.B. 13745/69/J.

DENMARK

Bulletin 88/69
Inquiry for steam engine. E.S.B. 19599/69/J.

FIJI

Bulletin 87/69
Inquiry for moulds for manufacture of plastic domestic ware. E.S.B. 18992/69/J.
Inquiry for tin plate. E.S.B. 19156/69/J.

Bulletin 88/69
Agency inquiry for hinges; nails. E.S.B. 18934/69/J.

FRANCE

Bulletin 85/69
Inquiry for cotton fabrics. E.S.B. 18653/69/J.

Bulletin 87/69
Inquiry for knitted fabrics. E.S.B. 19535/69/J.
Agency inquiry for electric motors; joining equipment for cables. E.S.B. 18995/69/J.

Bulletin 88/69
Inquiry for bathroom fittings; boilers; sanitary equipment and fittings. E.S.B. 18968/69/J.
Inquiry for knitwear; shirts. E.S.B. 24479/68/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 85/69
Agency inquiry for electronic sub-assemblies. E.S.B. 14856/69/J.
Agency inquiry for reproduction furniture. E.S.B. 18694/69/J.

Bulletin 87/69
Inquiry for silk material. E.S.B. 18959/69/J.
Inquiry for do-it-yourself articles. E.S.B. 19239/69/J.
Inquiry for girls' pyjamas; hosiery. E.S.B. 19112/69/J.
Agency inquiry for yarns. E.S.B. 19165/69/J.
Agency inquiry for women's and men's clothing. E.S.B. 18711/69/J.
Agency inquiry for anoraks; bathrobes; blouses; knitwear; skirts. E.S.B. 18674/69/J.
Agency inquiry for fabrics. E.S.B. 19281/69/J.

Bulletin 88/69
Inquiry for industrial chemicals; insulation materials; plastic processing articles. E.S.B. 14539/69/J.
Inquiry for ingots; tubes. E.S.B. 19328/69/J.

GREECE

Bulletin 86/69
Agency inquiry for plastic leather. E.S.B. 18719/69/J.

HONG KONG

Bulletin 85/69
Inquiry for gift wrapping paper and string; greeting cards, small fancy leather goods. E.S.B. 18756/69/J.

HUNGARY

Bulletin 85/69
Inquiry for dairy machinery. E.S.B. 18964/69/J.

ICELAND

Bulletin 87/69
Inquiry for ice machines. E.S.B. 19562/69/J.

INDIA

Bulletin 88/69
Inquiry for machine tool mountings. E.S.B. 8996/69/J.

IRAN

Bulletin 88/69
Inquiry for plant and machinery to produce reinforced concrete beams; tensioners; vibrators and moulds. E.S.B. 19379/69/J.

IRAQ

Bulletin 87/69
Inquiry for mounting parts for bicycles. E.S.B. 19273/69/J.

Bulletin 88/69
British Pavilion at Baghdad International Fair. E.S.B. 1216/G/J.

IRISH REPUBLIC

Bulletin 87/69
Agency inquiry for women's outerwear. E.S.B. 18776/69/J.

Bulletin 88/69
Agency inquiry for casual wear; hosiery and outerwear. E.S.B. 18639/69/J.

ISRAEL

Bulletin 85/69
Inquiry for aluminium alloys; silicon rectifiers. E.S.B. 18429/69/J.
Agency inquiry for automotive components and accessories; car radios; tape players; vacuum cleaners. E.S.B. 13725/69/J.

Bulletin 86/69
Agency inquiry for tea paper. E.S.B. 9992/69/J.

Bulletin 88/69
Agency inquiry for adhesive tapes; asbestos jointings; rubber tubing; yarns. E.S.B. 18087/69/J.

ITALY

Bulletin 85/69
Inquiry for heating installation equipment; motors; pumps. E.S.B. 18423/69/J.
Inquiry for whisky. E.S.B. 18931/69/J
Inquiry for second-hand heavy duty equipment; second-hand surplus contractors plants. E.S.B. 18709/69/J
*Inquiry for waterproof bearings. E.S.B. 18960/69/J.
Inquiry for dairy machines and equipment. E.S.B. 18432/69/J.
Inquiry for glassfibre; lacquers and putty; paints; silicone resins. E.S.B. 18108/69/J.

Bulletin 87/69
Inquiry for castings; pig iron. E.S.B. 14963/69/J.
Inquiry for compressors. E.S.B. 18654/69/J
Inquiry for raising machine steel wire card clothing; shearing machine spiral blades. E.S.B. 18738/69/J.
Agency inquiry for industrial gloves and gauntlets. E.S.B. 18730/69/J.
Inquiry for balancing machines; coil winding machines. E.S.B. 29062/68/J.

Bulletin 88/69
Inquiry for cylinders hob sharpening machine; stainless steel tubes. E.S.B. 19645/69/J.

ITALY/SYRIAN ARAB REPUBLIC

Bulletin 88/69
Trade Agreement. E.S.B. 1209/G/J.

JAMAICA

Bulletin 88/69
Agency inquiry for Lifts. E.S.B. 18770/69/J.

JAPAN

Bulletin 87/69
Inquiry for canned fish. E.S.B. 19113/69/J.
Inquiry for furnishing fabrics. E.S.B. 19118/69/J.

JORDAN

Bulletin 87/69
Agency inquiry for textile clearing lines; yarns. E.S.B. 19172/69/J.

LEBANON

Bulletin 87/69
1s. Inquiry for piece goods; shirtings; yarns. E.S.B. 18339/69/J.

LIBYA

Bulletin 87/69
Agency inquiry for domestic electrical appliances. E.S.B. 13844/69/J.

Bulletin 88/69
Textiles – Customs Declarations. E.S.B. 1209/G/J.

MALAWI

Bulletin 85/69
Inquiry for buttons; clothing labels; paper bags; plastic clips; shirt boxes. E.S.B. 18718/69/J.

Bulletin 86/69
Agency inquiry for bathroom fittings and sanitary ware; crockery; door locks; plumbing materials and fittings; sink units. E.S.B. 18450/69/J.

MALAYSIA

Bulletin 85/69
Inquiry for engines; key-holders; pumps. E.S.B. 9161/69/J.
Inquiry for veneer cutting machines. E.S.B. 18430/69/J.

Bulletin 86/69
Agency inquiry for covered bogie wagons. E.S.B. 18943/69/J.

MEXICO

Bulletin 87/69
Inquiry for extruding machine and ancillary equipment; injection moulding machine. E.S.B. 19237/69/J.

NEW ZEALAND

Bulletin 85/69
Agency inquiry for cranes. E.S.B. 15545/69/J.
Agency inquiry for hand tools; machine tools. E.S.B. 16818/69/J.

NORWAY

Bulletin 88/69
Agency inquiry for carpet backing. E.S.B. 19000/69/J.

NIGERIA

Bulletin 87/69
Inquiry for hardware; headwear. E.S.B. 18989/69/J.

PERU

Bulletin 85/69
Agency inquiry for hot water bottles; household rubber gloves; laboratory glassware; medical and surgical instruments and equipment. E.S.B. 11553/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 88/69
Inquiry for quarry plant and equipment. E.S.B. 11649/69/J.

ST. KITTS-NEVIS-ANGUILLA

Bulletin 87/69
Agency inquiry for bicycles; books; cards; games; prams; pushchairs; playpens; toys; tricycles. E.S.B. 16110/69/J.

SAUDI ARABIA

Bulletin 87/69
Inquiry for automatic toilet tissue re-winder. E.S.B. 9194/69/J.

SIERRA LEONE

Bulletin 88/69
Agency inquiry for electrical appliances and accessories. E.S.B. 19212/69/J.
Inquiry for cosmetics; kitchen and domestic ware; toiletries; toys. E.S.B. 19168/69/J.

SINGAPORE

Bulletin 87/69
Inquiry for marine life. E.S.B. 18786/69/J.

SOUTH AFRICA

Bulletin 85/69
Agency inquiry for artisans hand tools; builders hardware; domestic electrical appliances; electrical contracting material and accessories; frozen and dry foodstuffs; seafoods; sports goods; upholstery materials. E.S.B. 7978/69/J.

Bulletin 87/69
Agency inquiry for office machinery; plastic products; toys. E.S.B. 18950/69/J.

SOUTHERN YEMEN

Bulletin 87/69
Agency inquiry for detergents. E.S.B. 18799/69/J.

SPAIN

Bulletin 86/69
Agency inquiry for agricultural equipment; construction machinery; conveyor belts; cranes; grabs; logging equipment and machinery. E.S.B. 18693/69/J.

Bulletin 87/69
Inquiry for china and glassware; domestic hardware; engines; fancy goods and giftware; hand saws; lamps; metal working machinery. E.S.B. 7559/69/J.

SWEDEN

Bulletin 85/69
*Agency inquiry for furniture and upholstery nails. E.S.B. 18762/69/J.
Agency inquiry for pharmaceutical specialities. E.S.B. 18944/69/J.

Bulletin 87/69
Agency inquiry for pepper mills. E.S.B. 18955/69/J

Bulletin 88/69
Agency inquiry for blouses; coats; dresses; skirts. E.S.B. 18774/69/J.

SWITZERLAND

Bulletin 85/69
Inquiry for boats and boat accessories; dresses. E.S.B. 18775/69/J.
Inquiry for glass and stone wool products; oxidized bitumen. E.S.B. 18936/69/J.
Agency inquiry for outerwear. E.S.B. 18945/69/J.

Bulletin 86/69
Agency inquiry for loudspeakers. E.S.B. 18403/69/J.
Inquiry for telescope mirrors. E.S.B. 19178/69/J.
Inquiry for secondhand tractor. E.S.B. 19202/69/J.
Agency inquiry for dresses. E.S.B. 18947/69/J.

Bulletin 87/69
Agency inquiry for Jersey wool cloth. E.S.B. 18687/69/J.
Agency inquiry for electronic instruments and equipment. E.S.B. 18953/69/J.
Inquiry for cable; engines; marine equipment; pumps; trailers. E.S.B. 19337/69/J.
Inquiry for footwear. E.S.B. 13920/69/J.

Bulletin 88/69
Inquiry for car accessories; masking tapes; oil cans and filters. E.S.B. 19117/69/J.

THAILAND

Bulletin 85/69
Agency inquiry for baby products. E.S.B. 17784/69/J.

TRINIDAD/TOBAGO

Bulletin 87/69
Inquiry for extractor fans for transport vehicles. E.S.B. 4621/69/J.

Bulletin 88/69
Inquiry for covering and padding materials; laundry supplies. E.S.B. 17640/69/J.

TURKEY

Bulletin 87/69
Inquiry for carpet manufacturing machinery. E.S.B. 18735/69/J.

UGANDA

Bulletin 85/69
Agency inquiry for automobile parts and accessories; builders hardware; curtain rails and fittings. E.S.B. 18655/69/J.

Bulletin 87/69
Inquiry for conveyor drying installation; machinery for production of pressings; steel circles; steel pressings; vitreous enamel frits. E.S.B. 18086/69/J.

UNITED STATES OF AMERICA

Bulletin 85/69
Inquiry for jewellery; pens; pop posters; radios; stereo tapes; sweaters. E.S.B. 17231/69/J.
Inquiry for wire rod. E.S.B. 16991/69/J.

Bulletin 87/69
*7s. Inquiry for bolts; nuts; washers. E.S.B. 19321/69/J.
Inquiry for automobile bumpers. E.S.B. 19174/69/J.

Bulletin 88/69
Inquiry for tyres. E.S.B. 1972/68/J.
*3s. Inquiry for single leaf springs. E.S.B. 18961/69/J.
Inquiry for casual wear; knitwear; sportswear. E.S.B. 19373/69/J.

VENEZUELA

Bulletin 88/69
*Agency inquiry for crepe paper. E.S.B. 19244/69/J.
Agency inquiry for foundry machinery; hydraulic tools; machine tools; wheel balancing machines. E.S.B. 14595/69/J.

YUGOSLAVIA

Bulletin 85/69
Inquiry for automatic spot-welding machine pattern-making cold-rolling mill; galvanizing plant; hinge and small ironware plant; sheet metal contour forming machine; window opening systems. E.S.B. 18777/69/J.

ZAMBIA

Bulletin 87/69
Inquiry for barbed wire; bed and mattress making component parts. E.S.B. 19523/69/J.

Bulletin 88/69
Inquiry for dress patterns; greetings cards. E.S.B. 19223/69/J.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common Agricultural policy

THE TEXTS of the following regulations, proposed regulation and decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the regulations, proposed regulation and decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 789/69 relates to the sale of butter, at a reduced price, to certain enterprises for the manufacture of fat mixtures for export (*Journal Officiel* No. L102 dated April 30, 1969).

Regulation (CEE) No. 798/69 cancels the auction specified by **Regulation (CEE) No. 578/69** concerning certain cheeses held by the Italian Intervention Organization (*Journal Officiel* No. L102 dated April 30, 1969).

Proposed regulation modifying **Regulation (CEE) No. 804/68** which is the basic regulation establishing the common organization of the market in the milk and milk products sector (*Journal Officiel* No. C54 dated April 28, 1969). It should be noted that the text of this proposed regulation, when finally approved, may differ from the draft text referred to above).

Decision No. 69/118/CEE modifies **Decisions No. 68/396/CEE, No. 69/31/CEE, No. 69/32/CEE** and **No 69/70/CEE** concerning the sale, at a reduced price, of butter, held in public stocks, to charitable institutions (*Journal Officiel* No. L103 dated April 30, 1969).

PIGMEAT

Regulation (CEE) No. 788/69 relates to the financing of intervention expenses, on the home market, in the pigmeat sector (*Journal Officiel* No. L105 dated May 2, 1969).

SUGAR

Regulation (CEE) No. 795/69 fixes the basic amount of the levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L102 dated April 30, 1969).

Regulation (CEE) No. 810/69 fixes the basic amount of the refund for syrups and certain other products of the sugar sector exported in a natural state (*Journal Officiel* No. L104 dated May 1, 1969).

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 819/69 reduces the compensatory amount for the import of certain castor oil from Brazil (*Journal Officiel* No. L104 dated May 1, 1969).

Regulation (CEE) No. 786/69 relates to the financing of intervention expenses, on the home market, in the fats sector (*Journal Officiel* No. L105 dated May 2, 1969).

CEREALS AND RICE

Regulation (CEE) No. 787/69 relates to the financing of intervention expenses, on the home market, in the cereals and rice sectors (*Journal Officiel* No. L105 dated May 2, 1969).

PORTUGAL

European Free Trade Association

A. Goods exempt from import duty

THE PORTUGUESE *Diario do Governo,* 1st Series No. 74 of March 28 published Decree Law No. 48.940 listing products which are exempt from import duty in Portugal under Article 3 of the EFTA Convention. The following items should be added to the list which was published in the *Board of Trade Journal* of January 26, 1968:

Heading	Sub-Heading	Description
05.01		Human hair, unworked, whether or not washed or scoured; waste of human hair:
	01	Imported in quantities not exceeding 1,000 kg.
	02	Imported in quantities exceeding 1,000 kg.
05.02		Pigs', hogs' and boars' bristles or hair; badger hair and other brush making hair; waste of such bristles and hair:
	01	Pig's, hogs' and boars' bristles or hair; waste of such bristles and hair.
	02	Bristles or hair not specified.
05.03		Horsehair and horsehair waste, whether or not put up on a layer between two layers of other material.
05.07		Skins and other parts of birds, with their feathers or down, feathers and parts of feathers (whether or not with trimmed edges) and down, not further worked than cleaned, disinfected or treated for preservation; powder and waste feathers or parts of feathers:
	01	Skins and parts of skins, with their feathers.
	02	Feathers and parts of feathers (whether or not with trimmed edges), not specified; powder and waste of feathers or parts of feathers.
05.15		Animal products not elsewhere specified or included; dead animals of animals of Chapter I or Chapter 3, unfit for human consumption:
	ex 02	Powdered blood.
	ex 03	Blood plasma and salted fish roes unfit for human consumption
14.01		Vegetable materials for a kind used primarily for plaiting (for example, cereal straw, cleaned, bleached or dyed, osier, reeds, rushes, rattans, bamboos, raffia and lime bark):
	03	Not specified.
14.03		Vegetable materials of a kind used primarily in rushes or in broom (for example, sorgho, piassava, couch-grass and istle), whether or not in bundles or hanks:
	03	Not specified.
14.05		Vegetable products not elsewhere specified or included;
	02	Teazles.
	03	Not specified.
15.05		Wool grease and fatty substances derived therefrom (including lanolin):
	02	Not specified.
15.10		Fatty acids; acid oils from refining; fatty alcohols;
		Fatty acids:

Heading	Sub-Heading	Description
	02	Stearin.
15.15		Beeswax and other insect waxes, whether or not coloured.
16.05		Crustaceans and molluscs, prepared or preserved.
25.03		Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur:
	01	In powder or stick form.
	02	Not specified.
25.05		Natural sands of all kinds, whether or not coloured, other than metal-bearing sands falling within heading No. 26.01.
25.07		Clay (for example, Kaolin and bentonite), andalusite, Kyanite and sillimanite, whether or not calcined, but not including expanded clays falling within heading No. 68.07; mullite; chamotte and dinas earths:
	02	Not specified.
25.08		Chalk:
	01	Imported in bulk or put up in single or double walled bags of a gross weight of not less than 45 kg.
25.11		Natural barium sulphate (barytes); natural barium carbonate (witherite), whether or not calcined, other than barium oxide.
25.12		Infusorial earths, siliceous fossil meals and similar siliceous earths (for example kieselguhr, tripolite or diatomite), whether or not calcined of an apparent specific gravity of 1 or less.
25.23		Portland cement, *ciment fondu*., slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:
	02	Coloured.
25.24		Asbestos. (See note below).
25.31		Felspar, leucite, nepheline and nepheline syenite; flurospar.
27.07		Oils and other products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to this chapter:
	01	Light, of which at least 90 per cent distils at up to 200°C.
27.16		Bituminous mixtures based on natural asphalt, on natural bitumen, or petroleum bitumen, on mineral tar or on mineral tar pitch (for example, bituminous mastics, cutbacks).
28.13		Other inorganic acids and oxygen compounds of non-metals (excluding water):
	02	Not specified.
28.32		Chlorates and perchlorates:
	01	Of sodium.
28.38		Sulphates (including alums) and persulphates:
	12	Not specified.
28.39		Nitrites and nitrates:
	02	Potassium nitrate.
28.45		Silicates; commercial sodium and potassium silicates:
	03	Not specified.
28.47		Salts of metallic acids (for example, chromates, permanganates, stannates):
	05	Lead chromate.
29.14		Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
	05	Stearic acid.
29.38		Previtamins and vitamins, natural or reproduced by synthesis (including natural concentrates), derivatives thereof used primarily as vitamins, and intermixtures of the foregoing, whether or not in any solvent:
	02	Not specified.
30.05		Other pharmaceutical goods:
	04	First-aid boxes and kits.
31.03		Mineral or chemical fertilizers, phosphatic:
	02	Not specified.
31.04		Mineral or chemical fertilizers, potassic:
	04	Not specified.
32.04		Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin.
32.05		Synthetic organic dyestuffs (includnig pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo:
	03	Not specified.
32.08		Prepared pigments, prepared opacifiers and prepared colours vitrifiable enamels and glazes, liquid lustres and similar products of the kind used in the ceramic, enamelling and glass industries; engobes (slips); glass frit and other glass in the form of powder, granules or flakes:
	02	Glass in the form of powder.
38.11		Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example sulphur-treated bands, wicks and candles, fly-papers):
	01	Wood-preserving products, used in industrial processes.
41.01		Raw hides and skins (fresh, salted, dried, pickled or limed), whether or not split; including sheepskins in the wool:
	01	Fresh (green).
	02	Sheepskins, dried, in the wool, white.
44.03		Wood in the rough, whether or not stripped of its bark or merely roughed down:
	03	Not specified.
47.01		Pulp derived by mechanical or chemical means from any fibrous vegetable material:
	01	Mechanical pulp.
48.01		Paper and paperboard (including cellulose wadding), machine made, in rolls or sheets:
	12	Paper, card and paperboard for electricity insulating purposes.
	13	Paper and card for use in the manufacture of abrasive paper.
48.04		Composite paper or paperboard (made by sticking flat layers together with an adhesive) not surface-coated or impregnated, whether or not internally reinforced, in rolls or sheets:
	01	Paper, card and paperboard for electricity insulation purposes.
48.07		Paper and paperboard; impregnated, coated, surface-coloured, surface-decorated, or printed (not being merely ruled, lined, or squared and not constituting printed matter within Chapter 49), in rolls or sheets:
	01	Paper, card and paperboard for electricity insulating purposes.
48.15		Other paper and paperboard, cut to size or shape:
	01	Paper for electricity insulation purposes.
		Paperboard:
	27	Cellulose wadding.
53.01		Sheep's or lambs' wool, not carded or combed:
		Greasy wool and fleece-washed wool:
	01	White.
	02	Not specified.
53.02		Other animal hair (fine or coarse), not carded or combed:
		Fine animal hair, except rabbit and hare:
	01	Unwashed.
	02	Washed.
	03	Hair of the common goat.
	04	Not specified.
54.01		Flax, raw, or processed but not spun; flax tow and waste (including pulled or garnetted rags).
57.01		True hemp (Cannabis sativa) raw or processed but not spun; tow and waste of true hemp (including pulled or garnetted rags or ropes).
57.03		Jute raw or processed but not spun; tow and waste of jute (including pulled or garnetted rags or ropes).
57.04		Other vegetable textile fibres, raw or processed but not spun; waste of such fibres (including pulled or garnetted rags or ropes):
	03	Sisal and other agave fibres.
	04	Not specified.
69.06		Piping, conduits and guttering (including angles, bends and similar fittings).
69.09		Laboratory, chemical or industrial wares; troughs, tubs, and similar receptacles of a kind used in agriculture; pots, jars and similar articles of a kind commonly used for the conveyance or packing of goods:
	01	Balls, cylinder sleeves and small cylinders, of porcelain, for crushers and grinding mills.
		Not specified.
	04	Of other materials.
70.20		Glass fibre (including wool), yarns, fabrics, and articles made therefrom:
	01	In the form of bulk fibres, sheets or mattresses or in reels, suitable for use in the manufacture of reinforced plastic materials.
	02	Fabrics, whether or not impregnated with elastomers or with synthetic resins, suitable for the use in the manufacture of abrasive products.
74.01		Copper matte; unwrought copper (refined or not); copper waste and scrap:
	04	Not specified.
95.04		Worked bone (excluding whalebone) and articles of bone (excluding whalebone):
	01	Worked bone.
95.08		Moulded or carved articles of wax, of stearin, of natural gums or natural resins (for example, copal or rosin) or of modelling pastes, and other moulded or carved articles not elsewhere specified or included; worked, unhardened gelatin (except gelatin falling within heading No. 35.03) and articles of unhardened gelatin:
	02	Gelatin capsules for pharmaceutical products. '
98.09		Sealing wax (including bottle-sealing wax) in sticks, cakes or similar forms; copying pastes) with a basis of gelatin, whether or not on a paper or textile backing:
		Pastes.
	02	On a paper or textile backing.
	03	Unbacked.

Note. Item 25.24: The products under this item were previously subject to duty reductions under the timetable given in Decree Law No. 46,806 of 30th December 1965.

B. Duty reductions

Decree Law No. 48.941, published in the same issue, gives a list of products which are in future to follow an accelerated timetable of duty reductions under the provisions of Annex G of the EFTA Convention. Under this Decree the amount of duty still remaining on the goods mentioned below shall be eliminated by a reduction of 20 per cent of the basic duty with effect from March 1, and by subsequent annual reductions of 10 per cent which will come into force on January 1 of the following years.

Heading	Sub-Heading	Description
25.06		Quartz (other than natural sands); quartzite, including quartzite not further worked than roughly split; roughly squared or squared by sawing.
28.56		Carbides (for example, silicon carbide, boron carbide, metallic carbides):
	03	Not specified.
31.02		Mineral or chemical fertilizers, nitrogeneous:
		Ammonium nitrate:
	02	In packings of a gross weight of not less than 45 kg.
	03	Not specified.
	06	Calcium nitrate containing not more than 16 per cent of nitrogen and calcium-nitrate—magnesium nitrate.
55.08		Terry towelling and similar terry fabrics, of cotton:
	01	Unbleached or bleached.
55.09		Other woven fabrics of cotton:
	01	Canvas, unbleached or bleached, of a maximum width of 77 cm, with dyed or undyed guide threads, weighing more than 500g. per square metre.
58.10		Embroidery, in the piece, in strips, or in motifs:
		With visible ground in the piece or in strips:
	03	On fabric of silk or of man-made textile fibres.
	04	Incorporating silk or man-made textile fibres.
59.17		Textile fabrics and textile articles, of a kind commonly used in machinery or plant:
		Fabrics not specified, and bonded fibre fabrics for use in machinery or plant:
	11	In the piece.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

FRANCE

Global quota for pears

THE FRENCH *Journal Officiel* of May 4 announced that pears (Tariff heading 08.06 B.II) originating in and imported from all countries outside the Franc Zone and other than member countries of the EEC may be imported between May 4 and May 31, 1969.

The fruit, which must confirm to the quality standards 'Extra' and grade I as set out in EEC Regulation No. 23, will be imported in accordance with the procedure laid down for liberalized products in the arrêté of January 30, 1967. The same procedure applies to grade II fruit, but the minimum price régime does not apply between May 4 and May 31.

Importers must conform to Ruling No. 80/60 of the Commission of the European Economic Community of July 31, 1963, concerning the quality control of fruit and vegetables imported from third countries.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Global quota for tunny fish

THE FRENCH *Journal Officiel* of May 4 announced the opening of a global quota for 1969, with suspension of duty, for the import of tunny fish (germon) for preserving purposes (Tariff heading 03.01 BI ex b).

Applications for licences on Form AC, together with two proforma invoices, should be sent to the Direction générale des douanes et droits indirects (division des échanges E), 8 rue de la Tour-des-Dames, Paris 9e, where they will be examined as and when received.

Applications will be valid only from importers accepted by the Federation nationale des conserveurs de produits de la mer.

The actual consignees, assignees and users of the fish imported under this quota must comply with the formalities set out in Article 4 of the arrêté of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended purpose.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

ICELAND

Global quotas for 1969

THE ICELANDIC MINISTRY of Commerce have announced the global quotas for imports to Iceland in 1969. The global quotas cover imports from all free currency countries.

Customs Tariff No.	Commodity	Thous except stated	Kronur where
09.01.11	Coffee, roasted	4,000	
20.04.00	Fruit, fruit-peel and parts of plants, preserved by sugar	4,000	
44.18.00	Reconstituted wood, etc., excluding plastic coated plates	20,000	
48.09.00	Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders	16,000	
59.04.01	Fishing lines and cords	70	tons
59.04.02	Ropes, excluding grass ropes	200	tons
60.03.01	Ladies stockings	15,000	
85.01.00	Transformers, excluding ballasts for fluorescent lamps	6,000	
93.01.00-93.07.29	Arms and ammunition, parts thereof, excluding life saving guns and whaling guns and parts thereof	7,000	
94.01.00, 94.03.09, 94.04.00	Furniture and parts thereof: bedding, mattresses, mattress supports, cushions and similar stuffed furnishings, excluding built-in cabines and closets, seats for motor vehicles and other commodities which are liberalized	20,000	
96.01.00, 96.02.01, 96.02.09, 96.04.00	Brooms and brushes, excluding brushes of a kind used as parts of machines, paint rollers, squeegees and mops	3,000	
99.01.00-99.06.00	Works of art, collectors' pieces and antiques	1,500	
	Commodities falling within other customs tariff numbers, which are not liberalized	1,500	
		Kronur	98,000

FINLAND

Global quotas for 1969

THE FINNISH AUTHORITIES have issued the following detailed list of global quotas for 1969.

Quota No.	Customs Tariff No.	Commodity	Thousand Finnmarks
1		*Salmon*	1,200
	03.01.110	Whether or not cleaned or in pieces or filleted,	
	210	fresh, chilled or frozen, excluding quick-frozen	
	591	filleted salmon.	
	ex 791		
	03.02.030/060	Salted, in brine, dried or smoked.	
3		*Other fish, excluding flatfish, gadidae and clupeidae other than Baltic herring and sprats*	2,000
	03.01.120	Whether or not cleaned or in pieces, fresh, chilled	
	151/152	or frozen.	
	199		
	240		
	351/352		
	399		
	ex 03.02.208	Baltic herring, salted or in brine.	
4		*Dried milk and cream, glucose, certain syrups and sugar solutions*	1,000
	04.02.500/609	Dried milk and cream.	
	ex 17.02.100/200	Glucose.	
	ex 700	Sugar syrups other than starch syrup; other sugar solutions.	
8		*Food preparations*	2,600
	19.04	Tapioca and sago, their substitutes obtained from potato or other starches.	
	20.01.158	Tomatoes, prepared or preserved by vinegar or acetic acid.	
	20.02.402/405	Tomatoes, otherwise prepared or preserved.	
	20.07.101/209	Fruit juices.	
	21.07.401	Ice cream containing fat.	
	501	Sweetfat.	
	ex 502	Fat emulsions and similar preparations of a kind used for the manufacture of baker's products, containing not less than 20 per cent by weight of fat.	
	901	Coffee pastes, cooked ravioli, macaroni, spaghetti and similar preparations.	
10		*Fruit*	40,000
	08.01.213	Fresh bananas, uncut, customs cleared in the period 1 June-31 December.	
	08.02.105	Oranges, customs cleared in the period 1 July-31 December.	
	108	Mandarins and clementines, customs cleared in the period 1 July-31 December.	
	08.04.100	Grapes, fresh.	
	08.06.101	Apple pulp.	
	ex 102	Apples, fresh, customs cleared in the period 10-31 December.	
	ex 106/109	Apples, fresh, customs cleared in the period 1 June-9 December.	
	ex 201/202	Pears, fresh, customs cleared in the period 1 August-31 December.	
	08.07.105	Cherries, fresh, customs cleared in the period 1 June-31 December.	
	205	Apricots, fresh, customs cleared in the period 1 June-31 December.	
	305	Peaches, fresh, customs cleared in the period 1 June-31 December.	
	405	Plums, fresh, customs cleared in the period 1 June-31 December.	
	905	Other stone fruits, fresh, customs cleared in the period 1 June-31 December.	
	08.08	Berries, fresh.	
	08.09.108	Melons, fresh, other than water melons and Honeydew and Ogenmelons.	
	08.10.100/903	Strawberries, gooseberries, raspberries and currants, preserved by freezing, not containing added sugar.	
	ex 08.11.010	Apples other than pulp, provisionally preserved, but unsuitable in that state for immediate consumption.	
	020/030	Strawberries, gooseberries, raspberries and currants, provisionally preserved, but unsuitable in that state for immediate consumption.	
11		*Starches, other than potato starch*	400
	ex 11.08.100	Maize starch, except when imported for use in the mineral wool, plywood or brewing industries.	
	ex 900	Inuline; other starches, except when imported for use in the mineral wool, plywood or brewing industries.	

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Quota No.	Customs Tariff No.	Commodity	Thousand Finnmarks
12		*Vegetable oils*	400
	15.07.101	Soya bean oil, as such unfit for human consumption.	
	109	Soya bean oil, other.	
	351	Rape seed, colza and turnip oil, as such unfit for human consumption.	
	354	Rape seed, colza and turnip oil, other.	
	501	Linseed oil, unbleached, as such unfit for human consumption.	
18		*Mineral tar, coal tar distillation products; solvent gasoline and solvent petrol*	2,000
	27.06	Tar distilled from coal, from lignite or from peat, and other mineral tars, including partially distilled tars and blends of pitch with creosote oils or with other coal tar distillation products.	
	27.07.100	Benzene oils.	
	300/900	Other oils and products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to Chapter 27 in the Customs Tariff; excluding crude phenol and crude cresol.	
	27.10.204	Petroleum spirit for industrial use.	
	299/300	Gasolines, excluding aviation and motor spirit; white spirit.	
19		*Aviation spirit*	5,000
	27.10.210	Aviation spirit.	
20		*Bitumen*	2,600
	27.14/15	Petroleum bitumen, petroleum coke and other residues of petroleum oils or of oils obtained from bituminous minerals; bitumen and asphalt, natural; bituminous shale, asphaltic rock and tar sands.	
45		*Unwrought or semimanufactured silver and gold*	850
	71.05.100	Silver, unwrought.	
	ex 900	Semi-manufactured silver, including gilt or platinum-plated silver, other than silver bronze and leaf silver.	
	71.07.100	Gold, unwrought.	
	ex 900	Semi-manufactured gold, including platinum-plated gold, other than gold bronze and leaf gold.	
		Total value of the global quota programme	58,050

Commodities subject to individual licensing during 1969

THE FINNISH AUTHORITIES have issued the following list of commodities subject to individual licencing during 1969.

Customs tariff No.	Commodity
Chapter 1	Live animals.
ex Chapter 2	Meat and edible meat offals, excluding whale meat.
02.01/03	
02.04.100	
309/900	
02.05/06	
ex Chapter 4	Dairy produce; birds' eggs; natural honey.
04.01	Milk and cream, fresh, not concentrated or sweetened.
04.02.200/300	Milk and cream, in liquid form, preserved, concentrated or sweetened.
04.03/06	Butter; cheese and curd; birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not; natural honey.
ex Chapter 6	Live plants and certain floricultural products.
ex 06.03.011	Gladioli, fresh, customs cleared in the periods 1 November-30 November, and 1 March-31 March.
019	Gladioli, fresh, customs cleared in the period 1 April-31 October.
021	Pinks, fresh, customs cleared in the period 1 June-30 September.
ex 029	Pinks, fresh, customs cleared in the periods 1 October-30 November, and 1 March-31 May.
031	Roses, fresh, customs cleared in the period 1 June-30 September.
ex 039	Roses, fresh, customs cleared in the periods 1 October-30 November, and 1 March-31 May.
081	Other cut flowers and flower buds, fresh, customs cleared in the period 1 June-30 September.
ex 089	Other cut flowers and flower buds, fresh, customs cleared in the periods 1 October-30 November, and 1 March-31 May.
ex 090	Cut flowers and flower buds, other than fresh, customs cleared in the period 1 March-30 November.
ex Chapter 7	Edible vegetables and certain roots and tubers.
07.01.101/219	Potatoes and carrots, fresh or chilled.
ex 291	Root celery, fresh or chilled.
293/294	Red beet, fresh or chilled.
309	Onions, fresh or chilled.
410	White and red cabbages, fresh or chilled.
ex 420/491	Cauliflower and Brussels sprouts, fresh, or chilled, customs cleared in the period 1 June-31 October.
499/500	Other cabbages; leguminous vegetables; fresh or chilled.
705/708	Tomatoes, fresh or chilled.
801/803	Cucumbers, fresh or chilled, except when customs cleared in the period 1 November-29 February.
851	Lettuce, fresh or chilled, customs cleared in the period 1 April-30 June
ex 859	Lettuce, fresh or chilled, customs cleared in the periods 1 July-30 November and 1 March-31 March.
901/902	Leek, fresh or, chilled.
904/905	Capsicum grossum, fresh or chilled.
ex 906/909	Other vegetables, fresh or chilled, excluding olives and capers.
07.05.019/020	Dried peas and beans, of a kind used for human consumption, shelled, excluding seeds of garden peas, coloured and treated with disinfectants.
ex Chapter 8	Edible fruit.
08.01.218	Fresh bananas, cut, customs cleared in the period 1 June-31 December.
ex Chapter 10	Cereals.
10.01/05	Wheat and meslin (mixed wheat and rye); rye; barley; oats; maize.
ex Chapter 11	Products of the milling industry; malt; potato starch.
11.01/03	Cereal flours, groats and meal; other worked cereal grains; germ of cereals; flours of leguminous vegetables of heading No. 07.05.
11.05/07	Flour, meal and flakes of potato, sago, manioc, arrowroot salep or other roots or tubers of heading No. 07.06; malt, roasted or not.
ex 11.08.400	Potato starch, imported for other purposes than for use in the mineral wool, plywood or brewing industries.
ex Chapter 12	Oil seeds and oleaginous fruit; industrial plants; fodder.
12.01/02	Oil seeds and oleaginous fruit, whole or broken; flours or meals of oil seeds or oleaginous fruit, non-defatted, excluding mustard flour.
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
12.10	Mangolds, swedes, fodder roots; hay, lucerne, clover, sainfoin, forage kale, lupines, vetches and similar forage products.
ex Chapter 15	Animal and vegetable fats and oils and their cleavage products; prepared edible fats; animal and vegetable waxes.
15.01/03	Lard and other rendered pig fat; rendered poultry fat; unrendered fats of bovine cattle, sheep or goats; tallow (including premier jus) produced from those fats; lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow oil, not emulsified or mixed or prepared in any way.
15.06.019/090	Other animal fats and oils, excluding neat's foot oil for technical use and unfit as such for human consumption.
15.07.151/159	Cotton seed oil.
201/209	Ground-nut oil.
259	Olive oil, not unfit as such for human consumption.
301/309	Sunflower seed oil.
509	Linseed oil, not unfit as such for human consumption.
551/559	Palm oil.
601/659	Coconut oil and palm kernel oil.
ex 805/809	Other vegetable oils, excluding sesame oil.
15.12.104	Animal oils and fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared, other than those wholly of fish or marine mammals.
109	
201/209	
15.13	Margarine, imitation lard and other prepared edible fats.
ex Chapter 16	Prepared foodstuffs.
16.01/02	Sausages and the like, of meat, meat offal or animal blood; other prepared or preserved meat or meat offal .
ex Chapter 17	Sugar and sugar confectionery.
17.01	Beet sugar and Cane sugar, solid.
ex 17.02.100/200	Starch sugar.
ex 700	Other sugars than grape or starch sugar, excluding syrup.
800	Artificial honey.
17.03	Molasses, whether or not decolourized.
17.04.101	Fondant, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight.
ex Chapter 19	Preparations of cereals, flour or starch; pastrycooks' products.
19.02/03	Preparations of flour, starch, or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa; macaroni, spaghetti and similar products.
19.07.100	Bread and other ordinary baker's wares, not containing sugar, honey,
900	eggs, fats, cheese or fruit, other than ships' biscuits, crumbs and rusks.
19.08.900	Pastry and other fine bakers' wares, whether or not containing cocoa in any proportion, other than biscuits, wafers, rusks, cakes and Danish pastry.
ex Chapter 20	Preparations of vegetables, fruit or other parts of plants.
20.01.151	Mushrooms, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard.
155/157	Pickles and cucumbers, prepared or preserved as above.
159/250	Other vegetables and fruit prepared or preserved as above. excluding asparagus, olives, capers and tomatoes.
20.02.100/300	Peas, beans and mushrooms, prepared or preserved otherwise than by vinegar or acetic acid.
903/909	Other vegetables, prepared or preserved as above, excluding tomatoes and tomato pulp or paste, asparagus, olives and capers.
20.03	Fruit preserved by freezing, containing added sugar.
20.05	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar.
20.06.200/700	Fruit, otherwise prepared or preserved, whether or not containing added sugar or spirit, the following: pineapples, citrus fruit, pears, apricots, peaches and mixed fruit.
902	Apple pulp, sweetened.
ex Chapter 23	Residues and waste from the food industries; prepared animal fodder
23.02/04	Bran, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables; beet-pulp, bagasse and other waste of sugar manufacture; brewing and distilling dregs and waste; residues of starch manufacture and similar residues; oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils.
23.06	Vegetable products of a kind used for animal food, not elsewhere specified or included.
23.07.010/020	Sweetened forage; other preparations of a kind used in animal-feeding,
090	excluding fish solubles.
ex Chapter 27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes.
27.01	Coal; briquettes, ovoids and similar solid fuels manufactured from coal.
27.04	Coke and semi-coke of coal, of lignite or of peat.
27.09	Petroleum oils and oils obtained from bituminous minerals, crude.
27.10.100	Petroleum oils and oils obtained from bituminous minerals, other than
220	crude; preparations not elsewhere specified or included, containing not
420/550	less than 70 per cent by weight of petroleum oils or of oils obtained from bituminous minerals; the following: predistilled crude oil, motor spirit for internal combustion engines, excluding aviation spirit, power kerosene and lighting kerosene; gas-oil and fuel oils.

SAUDI ARABIA

Plant health regulations

IT WAS announced in the local press during the week ending April 18, that in two months from the date of the announcement all imports of plants and plant materials, such as saplings, seeds, fruits and vegetables, whether coming via road, sea or air, should be accompanied by international health certificates proving they are free from pests and other agricultural diseases. Such certificates should be issued by official departments of the exporting country.

The British Embassy is seeking further details from the Saudi Arabian Ministry of Agriculture and Water.

Inquiries should be addressed to Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated April 19, 1969, published details of the global import quotas for the six months commencing April 1, 1969. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	29,100
4	Whisky and gin	300,000
5	Sugar and confectionery	29,100
6	Animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; Agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible oils; white pepper; tinned fish; miscellaneous edible preparations	1,157,300
7	Tobacco, raw	700,000
	Tobacco, manufactured	495,800
8	Hydraulic cements	641,600
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	4,666,600
10	petroleum products	24,500,000
11	Pharmaceutical products, colouring matters and insecticides	1,365,000
12	Plastics materials	58,300
13	Rubber, tyres, inner-tubes, etc.	583,300
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film, sensitized exposed film, miscellaneous products of the chemical industry except insecticides	1,881,200
15	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	291,600
18	Hosiery and knitted goods	29,100
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	180,800
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	2,041,600
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision instruments, medical and surgical furniture	26,250,000
22	Tractors other than those mentioned below:	
	Tractors, tracked and wheeled	4,000,000
	Motor vehicles for the transport of persons; chassis fitted with engines for passenger-carrying motor vehicles	550,000
	Goods-carrying vehicles; special-purpose vehicles; chassis other than those for passenger-carrying vehicles; trailers	4,500,000
	Car bodies, chassis and spare parts for vehicles included in Tariff Nos. 87-01 to 87-03 inclusive	3,000,000
23	Motor-cycles	145,800
	Cycles, motor-assisted	116,600
	Cycles	35,000
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	110,800
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn and thread of man-made fibres (discontinuous); jute, raw or processed, but not spun; fishing nets; hats, hat-shapes and bodies; glass and glassware; brushware; materials for making paper, paper and paperboard and products therefrom; silk	5,573,700
	Synthetic or artificial woven fabrics (continuous)	87,500

2. List of goods for which quotas are administered by the Provincial Departments of Economic Affairs:

A. *General goods*: Allocated thus:

Diego-Suarez	9%
Majunga	11%
Tananarive	32%
Fianarantsoa	22%
Tamatave	15%
Tulear	11%

Quota No.	Description	Quota Values (French francs) 100%
1	Dairy produce, butter, cheese milk	145,800
3	Beer	58,300
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	784,500
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	116,600
6	Eggs and honey; tea; mate and spices; fats and oils excepting edible oils; preparations of meat, fish crustaceans, etc.; of vegetables, fruits or other parts of plants; miscellaneous food preparations	700,000
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous	
	blankets	2,887,500
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	323,700
24	Silk, synthetic or artificial textiles, continuous; flax and ramie; wool, animal or horsehair	519,100

(Continued on next page)

B. *Machines and appliances:* Allocated thus:

Diego-Suarez	13%
Majunga	13%
Tananarive	32%
Fianarantso	16%
Tamatave	13%
Tulear	13%

Quota No.	Description	Quota Va (French fra 100%
20	Ventilators; domestic refrigeration, air conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photocopying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	4,958,[illegible]

C. *Mineral & chemical products and miscellaneous goods:* Allocated thus:

Diego-Suarez	9%
Majunga	10%
Tananarive	41%
Fianarantsoa	19%
Tamatave	12%
Tulear	9%

Quota No.	Description	Quota Va (French fra 100%
9	Iron, cast iron, steel except kitchenware; non-ferrous metals	845,800
11	Colouring matters and insecticides	151,600
12	Plastics materials	116,600
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches; perfumery products and prepared cosmetics; tanning extracts except colouring matters	291,600
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	1,131,600
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries; leather goods, etc.; wood and wood articles, except tropical essences; esparto and wickerwork; man-made textiles, continuous, except yarn of man-made fibres put up for retail sale; cotton yarn for retail sale; carpets, tapestries, velours, etc.; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists brushes, brooms, feather dusters; toys, games, sportware; other ceramic products except tableware and domestic ware; miscellaneous goods	3,152,90[illegible]

Inquiries regarding this notice should be addressed to Exp[illegible] Services Branch, Board of Trade, Room E59, Hillgate Hou[illegible] 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

KENYA

Customs tariff amendment

THE PETROLEUM Duties Amendment Bill, 1969, published in [illegible] Kenya Official Gazette Supplement No. 29 of April 22, amen[illegible] with effect from April 23, the First Schedule to the Kenya Custo[illegible] Tariff to the following extent:

Item D (2) (which relates to distillate fuels, light, amber, [illegible] high speed engines) of Tariff No. 27.10 in the First Schedule [illegible] the Customs Tariff Act, 1967, is hereby amended by deleting [illegible] figure 'Sh. 1/40' and substituting therefor the figure 'Sh. 1/31'.

Any inquiries relating to this notice should be addressed to [illegible] Export Services Branch, Board of Trade, Hillgate House, 35 [illegible] Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import licensing regulations

LEGAL NOTICE No. 118, published in the Kenya *Official Gazette* Supplement No. 32 of April 25, announces, with effect from April 21 the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 2) Order, 1969, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First and Third Schedules to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664), and subsequently amended, are now further amended, as follows:

First Schedule

Code	Division Number, Group Number, Item, Codes and Items
	a) By deleting therefrom the following items:
	Division 27 – Crude Fertilizers and Crude Minerals (excluding Coal, Petroleum and Precious Stones)
	276 Other crude minerals:
276 3 0 1	Salt put up for retail sale (except in packages of 10 lb. or less).
276 3 0 9	Salt, other (except in packages of 10 lb. or less).
	Division 65– Textile Yarn, Fabrics, Made-up Articles and Related Products
653 5 0 1	653 Textile fabrics, woven (not including narrow or special fabrics) other than cotton fabrics. Fabrics woven of synthetic fibres and of glass fabrics:
653 5 0 2	
653 5 0 3	
653 5 0 5	
653 5 0 9	
653 6 0 1	
653 6 0 2	Suiting fabrics of woollen, synthetic/woollen, synthetic/viscose all nylon piece-goods including nylon taffeta, nylon crepe, nylon satin, nylon crepon, nylon fancy crepe, crepe-de-chine and tetron filament shantung.
653 6 0 3	
653 6 0 4	
653 6 0 5	
653 6 0 9	
653 8 0 0	
	(b) By inserting in their correct numerical order the following new items:
054 5 0 2	Fresh garlic.
	Division 27 – Crude Fertilizers and Crude Minerals (excluding Coal, Petroleum and Precious Stones)
	276 Other crude minerals:
276 3 0 1	Salt put up for retail sale
276 3 0 9	Salt, other.
	Division 65 – Textile Yarn, Fabrics, Made-up Articles and Related Products
	653 Textile fabrics, woven (not including narrow or special fabrics) other than cotton fabrics. Fabrics, woven of synthetic fibres of regenerated (artificial) fibres and of glass fabrics:
653 5 0 1	
653 5 0 2	
653 5 0 3	
653 5 0 5	
653 5 0 9	Suiting fabrics of woollen, synthetic/woollen, synthetic/viscose all nylon piece-goods including nylon taffeta, nylon crepe, nylon satin, nylon crepon, nylon fancy crepe, crepe-de-chine, tetron filament shantung and fabrics of cotton/synthetic mixture.
653 6 0 1	
653 6 0 2	
653 6 0 3	
653 6 0 4	
653 6 0 5	
653 6 0 9	
653 8 0 0	

Third Schedule

Column 1 Code	Column 2 Items
	(a) By deleting the following items:
	Division 27 – Crude Fertilizers and Crude Minerals (excluding Coal, Petroleum and Precious Stones)
	276 Other crude minerals:
276 3 0 1	Salt put up for retail sale (except in packages of 10 lb. or less).
276 3 0 9	Salt, other (except in packages of 10 lb. or less).
	(b) By inserting therein in their correct numerical order the following new items
	Division 09 – Miscellaneous Food Preparations
	091 Margarine and shortenings:
091 4 2 1	Ghee substitutes (vegetable ghee).
	Division 27 – Crude Fertilizers and Crude Minerals (excluding Coal, Petroleum and Precious Stones)
	276 Other crude minerals:
276 3 0 1	Salt put up for retail sale.
276 3 0 9	Salt, other.
	Division 89 – Miscellaneous Manufactured Articles, n.e.s.
	899 Manufactured articles, n.e.s.:
899 3 2 1	Matches in packings of 50 matches or less per container.
899 3 2 2	Matches in packings of more than 50 matches per container.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

INTERNATIONAL TRADE CENTRE – ADVISORY SERVICE

One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

MALAWI

Customs tariff amendment

MALAWI GOVERNMENT Notice No. 77 amends the Customs Tariff with effect from April 11, 1969, to the following extent:

By the deletion of all material in Columns 1-6 inclusive in respect of subheading No. 44.15.01 and the substitution therefor of the following:

B.T.N. No. 1	Nomenclature 2	3	Effective 4	Rates 5	6
(44.15)	Plywood, blockboard, laminboard, battenboard and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry:				
44.15.01	For industrial packing	—	Free	Free	Free

(Britain pays column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401).

SINGAPORE

Removal of import control and customs tariff changes

SINGAPORE Government *Gazette Subsidiary Legislation Supplement* dated April 18, 1969, publishes the following:

(a) Prohibition of Imports (General Licence) (Amendment No. 4) Notification, 1969

This amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following items:

65. Washing and bleaching preparations not elsewhere specified packed for retail sale.
66. Washing and bleaching preparations not elsewhere specified.
110. Chloride of lime, calcium hypochlorite or sodium hypochlorite.

(b) Prohibition of Imports (Malaysian Common Market) (Amendment No. 2) Notification, 1969

This amends the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965 by deleting the following items:

629 101	Motor car tyres, outer covers, and tubeless tyres, pneumatic, new
629 102	Motor lorry and bus tyres, outer covers and tubeless tyres, pneumatic, new
629 103	Motor car tyres, outer covers and tubeless tyres, pneumatic, used
629 104	Motor lorry and bus tyres, outer covers, and tubeless tyres, pneumatic, used
629 105	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, new
629 106	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, used
629 107	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, new
629 108	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, used
629 109	Cycle tyres, other, outer covers, pneumatic, new or used
629 110	Motor car tyres, pneumatic, inner tubes
629 111	Motor lorry and bus tyres, pneumatic, inner tubes
629 112	Motor cycle tyres, pneumatic, inner tubes
629 113	Motor scooter tyres, pneumatic, inner tubes
629 114	Cycle tyres, other, pneumatic, inner tubes
629 115	Other covers for pneumatic tyres, not elsewhere specified
629 116	Other inner tubes for pneumatic covers, not elsewhere specified
629 117	Solid tyres, rubber, for any vehicle and tyre flaps imported separately.

The effect of these Orders is that specific licences are now no longer required for the above-mentioned goods.

(*Continued on next page*)

SINGAPORE, *continued*

(c) Customs Duties (Amendment No. 3) Order, 1969

This amends the Schedule to the Customs Duties Order 1968 as follows:

(i) By adding the following new items:

Code	Description	Unit of Quantity	Full	Customs Duty Preferential	Excise
512 210	Methylalcohol (methanol)	Gallon	$1	$1	Nil
	Polyvinyl and polyvinylidene derivatives in semi-manufactured forms except pipes and tubes and imitation leather:				
581 207-1	In sheets not further worked	Cwt.	35%	35%	Nil
581 207-9	Other	Cwt.	Nil	Nil	Nil
812 200-4	Toilet cisterns	Ton	$8	$8	Nil
	Sanitary and plumbing fixtures and fittings of plastic materials:				
893 202-1	Toilet cisterns	Ton	$8	$8	Nil
893 202-9	Other than those falling within code 893 201-1	Ton	Nil	Nil	Nil

(ii) By making the following changes in the existing tariff:

512 242	Ethyl alcohol, denatured to the satisfaction of the Comptroller of Customs and Excise, including methylated spirits	Gallon	$1	$1	Nil
514 109-1	Chloride of lime, calcium hypochlorite or sodium hypochlorite	Cwt.	40%	40%	Nil
	Washing and bleaching preparations (including chloride of lime, calcium hypochlorite, sodium hypochlorite or bleaching powder) not elsewhere specified:				
554 208	Packed for retail sale	Cwt.	40%	40%	Nil
554 209	Other	Cwt.	40%	40%	Nil
581 110	Imitation leather of polyurethene in sheets, not further worked	Cwt.	35%	35%	Nil
581 213	Imitation leather of polyvinyl chloride in sheets, not further worked	Cwt.	35%	35%	Nil
655 430	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	Sq. Yd.	35% or $1	35% or $1	Nil
	Sinks, wash basins, bidets, water-closet pans, urinals, baths and like sanitary fittings, of ceramic materials:				
812 200-1	Squat pans	Ton	$8 each	$8 each	Nil
812 200-2	Wash basins	Ton	$8 each	$8 each	Nil
812 200-3	Water-closet pans	Ton	$8 each	$8 each	Nil

Singapore Government *Gazette Subsidiary Legislation Supplement* dated April 26, 1969, publishes the **Customs Duties (Amendment No. 4) Order, 1969.**

This amends the Schedule to the Customs Duties Order, 1968, by removing the duties on the following items:

Tiles, retangular, of an artificial plastic material falling within heading 581.1:
581 112 other than roofing
Tiles, retangular, of an artificial plastic material falling within heading 581.2:
581 214 other than roofing
Tiles, other than rectangular, of an artificial plastic material:
893 102 other than roofing.

Inquiries about this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular article, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 888 of March 28 issue.)

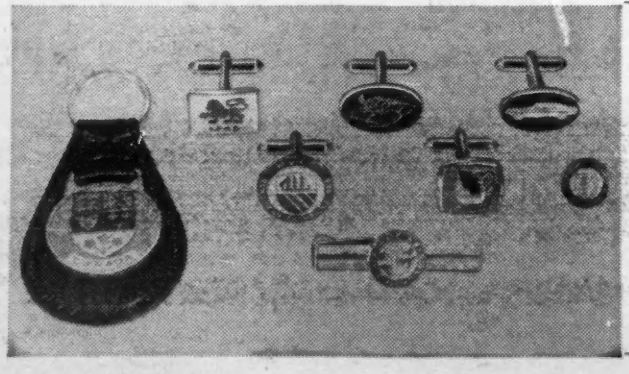
NEW ZEALAND

Import licence exemptions

THE NEW ZEALAND Minister of Customs proposes to exempt the goods listed below from import licensing as from July 1, 1969.

The following items have been revoked:

Tariff Item	Description
38.16.00	Prepared culture media for development of micro-organisms.
63.01.00	Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles falling within Tariff heading No. 58.01, 58.02 or 58.03), of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk or in bales, sacks or similar packings.
82.01.05	Picks.
82.01.31 to 82.01.34	Forks, including sets of garden hand tools containing hand weeding forks.
Ex 82.01.35	Hoes (other than garden hoes, swan neck or torpedo type).
Ex 82.01.36	
82.01.37 to 82.01.49	Axes, bill hooks and similar hewing tools.
82.01.51	Scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind
82.01.52	used in agriculture, horticulture or forestry (other than hand cultivators (di... type, 3 and 5 fixed tines), all steel garden trowels and hand-operated post-h... borers).
Ex 82.01.53 to Ex 82.01.59	
Ex 82.04.33	Other kinds of hand tools (other than hand-operated post-hole borers).
Ex 90.16.09	Textile measuring machines.



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The following items have been revoked:

Tariff Item	Description	Date of Exempting Notice
82.01.05	Picks and hoes (other than garden hoes, swan neck or torpedo type)	14 Mar. 1969 (*Gazette*, 27 Mar. 1969)
Ex 82.01.07 Ex 82.01.09		
82.01.11 to 82.01.19	Axes, bill hooks and similar hewing tools	14 Mar. 1969 (*Gazette*, 27 Mar. 1969)
82.01.21 82.01.22 Ex 82.01.24 Ex 82.01.29	Scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry (other than garden trowels, garden hand cultivators, weeders and the like and hand-operated post-hole borers).	14 Mar. 1969 (*Gazette*, 27 Mar. 1969)
Ex 82.04.33	Other kinds of hand tools (other than hand-operated post-hole borers and plasterers' trowels).	14 Mar. 1969 (*Gazette*, 27 Mar. 1969)

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Wigs and hairpieces,
Mechanical gas lighters
'Bulky' newsprint.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
67.04.01	..	Free	25%	25%
98.10.02	..	25%	50%	40%
48.01.10	Cwt.	Can. 35% Free	10%	35%

The Emergency Protection Authority is required to report to the Minister by June 4.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting references C.R.E. 807/69, C.R.E. 808/69, C.R.E. 788/69 respectively.

Emergency Protection Authority references

THE FOLLOWING items, which are now referred to the Emergency Protection Authority, were included in the list of proposed exemptions from import licensing which appeared in the *Board of Trade Journal* on February 7, 1969 (pages 400-402 inclusive).

The items of that issue will be exempt from import licensing as from July 1, 1969, with the following exceptions:

25.08.00	Chalk.
60.03.02 60.03.03 60.03.04	Women's and girls' full length stockings wholly or principally of silk or wool, or of cotton knitted or crocheted not elastic nor rubberized.
85.02.01 to 85.02.09	Electro-magnets, permanent magnets and articles of special materials for permanent magnets being blanks of such magnets; electro magnetic and permanent magnet chucks, clamps, vices, and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads; parts thereof.
85.22.10	Particle accelerators.

Bonded fibre fabrics, viz., bonded tailors' interlinings, on declaration for use only in the manufacture of garments.

20.06.13	Pineapples.
37.02.01 37.02.09	Film in rolls, sensitized, unexposed, perforated or not.
Ex 39.01.31 Ex 39.01.39 Ex 39.02.31 Ex 39.02.39 Ex 51.02.19 Ex 51.02.29	Monofil of man-made fibre materials, not put up for retail sale, on declaration for use as fishing lines.
39.07.51	Pneumatic mattresses, pillows and cushions of plastic materials, specially suited for hospital use.
39.07.56	Urinals of plastic materials.
39.07.99	Ornaments of artificial plastic materials on declaration for use in the manufacture of footwear.
43.04.01	Artificial fur.
Ex 48.12.00 Ex 59.10.01 Ex 59.10.09	Floor coverings (other than those of man-made plastic materials of Tariff Chapter 39) prepared on a base of paper, paperboards or textile, or consisting of a coating applied on a textile base.
48.15.02	Oiled paper and drawing paper, in blocks, for artists.
73.40.45	Mouse and rat traps; other animal and vermin traps of iron and steel.
Ex 90.10.09	Electrostatic photocopying machines.
90.13.01	Transparency slide viewers.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), quoting reference CRE 24548/G.

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into the possible addition of 'Fencing posts, standards and droppers and fasteners for use therewith, of iron or steel' to Schedule A of the New Zealand-Australia Free Trade Agreement. The addition of this item to Schedule A will have the effect of phasing out completely the Customs duty payable on these goods exported to New Zealand from Australia. The rate of duty at present payable is:

Tariff Item No.	Brief Description	British Preferential	Most Favoured Nation	General
73.40.46	Fencing posts, standards and droppers and fasteners for use therewith of iron or steel	15 Aul 12 Can	45	60

The public inquiry will take place in Wellington on June 12, 1969 at 10.30 a.m. Typewritten statements of evidence (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than May 29, 1969. 'Notes for Guidance of Witnesses' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will, in general, need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information, should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 1125/69.

Any British Trade Association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

Exemptions from import licensing

THE NEW ZEALAND Minister of Customs has announced that, as from July 1, 1969 the following list of goods shall become exempt from Import Licensing.

Any query regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

(Continued on next page)

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NEW ZEALAND, *continued*

Tariff Item	Description
42.05.01	Buckles, clasps, slides and similar articles, leather covered.
44.25.01	Wooden tools and tool bodies.
44.28.02	Capacity measures of iron or steel, copper, aluminium, glass or wood.
70.13.01	
73.38.31	
73.38.32	
73.40.49	
74.18.03	
74.18.04	
74.19.04	
76.15.11	
76.15.12	
76.16.07	
50.03.00	Silk waste (including cocoons unsuitable for reeling, silk noils and pulled or garnetted rags).
82.01.02	Spaced, other than as may be determined by the Minister.
Ex 82.01.03	Shovels (other then sizes 2 to 10 round or square mouth, long or D handled).
Ex 82.01.04	
82.01.05	Picks and hoes (other than garden hoes, swan neck or torpedo type).
Ex 82.01.07	
Ex 82.01.09	
82.01.11 to 82.01.19	Axes, bill hooks and similar hewing tools.
82.01.21	Scythes, sickles, hay knives, grass shears, timber wedges and other tools of a
82.01.22	kind used in agriculture, horticulture or forestry (other than garden trowels,
Ex 82.01.24	garden hand cultivators, weeders and the like, and hand-operated post-hole
Ex 82.01.29	borers).
82.02.02	Saws, non-mechanical (other than tubular frame firewood or pulpwood).
82.02.07	Bandsaw blades, strip toothed bandsaw strip, over 4 in. in width, for wood sawing.
Ex 82.02.08	Other blades for hand or machine saws (excluding tungsten carbide tipped).
82.03.01 to 82.03.03	Hand tools, viz.: pliers (other than animal-marking pliers and pliers for use in attaching clips, tags, rings and the like to animals), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners
82.03.05 to 82.03.19	and wrenches (but not including tap wrenches); files and rasps.
Ex 82.04.01	Hand tools, viz.: hammers (other than industrial soft faced hammers), planes,
82.04.02	chisels, oilcans, and screwdrivers (other than screwdrivers, fixed handle, with
82.04.03	straight blades designed for slotted or 'Philips' head screws, in blade sizes
Ex 82.04.04	from 1½ in. to 15 in. inclusive, and with blade thicknesses (round or square
82.04.22	shank) from ⅛ in. to ¼ in.; sets comprising any of the foregoing); beekeepers'
82.04.23	tools, cheesemakers' curd knives, and whaling tools.
82.04.25 to 82.04.27	
Ex 82.04.33	Other kinds of hand tools (other than hand-operated post-hole borers and plasterers' trowels).
82.04.34	Blowlamps and anvils.
82.04.35	
Ex 82.04.36 to Ex 82.04.38	Vices and clamps (other than G clamps up to and including 12 in., and bench-mounted toggle clamps).
82.04.41	Portable forges; grinding wheels mounted on frameworks.
82.04.49	
90.14.09	Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological' hydrological and geophysical instruments (other than auto-matic pilots for aircraft); compasses; rangefinders.
90.16.01	Drawing, marking-out and mathematical calculating instruments, drafting
Ex 90.16.09	machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines of Tariff heading No. 90.16 (other than rulers, the f.o.b. value of which does not exceed $6 per gross and textile measuring machines).
90.17.11 to 90.17.29	Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments).
90.18.01	Mechano-therapy appliances; massage apparatus; artificial respiration, ozone
90.18.09	therapy, oxygen therapy, aerosol therapy or similar apparatus.
90.20.01 to 90.20.09	Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radio-therapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like.
90.22.00	Machines and appliances for testing mechanically the hardness, strength, com-pressibility, elasticity and the like properties of industrial materials (for example, metals, wood, textiles, paper or plastic).
Ex 90.23.00	Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not (other than dial type expansion thermometers, and chart temperature recorders (thermographs).
90.25.00	Instruments and apparatus for physical or chemical analysis; instruments and apparatus for measuring or checking viscosity, porosity, expansion, surface tension or the like; instruments and apparatus for measuring or checking quantities of heat, light, or sound; microtomes.
90.27.02	Revolution counters, production counters, taxi meters, mileometers, pedometers
90.27.09	and the like (other than billiards meters), speed indicators and tachometers; stroboscopes.
82.13.01	Secateurs.
	Balances of a sensitivity of 5 cg or better, with or without their weights.
	Fusible ceramic firing testers.
	Nail Files of abrasive coated paper, cloth or other material on a backing of other material.
	Raw silk (not thrown)
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	Tool-tips and plates, sticks and the like for tool-tips, unmounted, of sintered metal carbides (for example, carbides of tungsten, molybdenum or vanadium).

CENTRAL AMERICAN COMMON MARKET

Nicaraguan compensatory tax on consumption

A NOTICE published in the *Board of Trade Journal* on April 11, 1969 (page 1089) reported the introduction by Nicaragua of a special compensatory tax on consumption on goods entering Nicaragua from countries within the Central American Common Market (CACM). This new tax has been subject to modification and will now be applied by Nicaragua to a defined range of non-essential goods imported from any source or produced locally.

It is understood that similar measures are contemplated by the other CACM members.

A schedule of the goods affected by the Nicaraguan measure and the rates of duty applicable may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

CACM import duty bonds on Nicaraguan goods

HM EMBASSY in San Salvador report that at the 25th meeting of the Central American Economic Council held at Tegucigalpa from March 20 to 22, 1969, Costa Rica, El Salvador, Guatemala and Honduras decided to lift the temporary import duty bond re-quirement on all exports from Nicaragua to their countries (*Board of Trade Journal* of April 11, page 1089).

BRAZIL

Imports with foreign financing

GECAM INSTRUCTION No. 100 of March 12, establishes that imports with payment terms exceeding a period of 360 days from the date of shipment, for which import licences or permits were issued between January 3 and May 21, 1968 must be registered with the Gerencia de Fiscalizacao e Registro de Capitais Estrangeiros (FIRCE), within 180 days of the date of the instruction. The pro-vision of exchange cover for the payment of the principal and interest for these imports will be made on presentation of the registration certificate issued by FIRCE.

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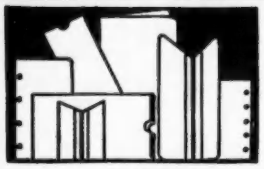

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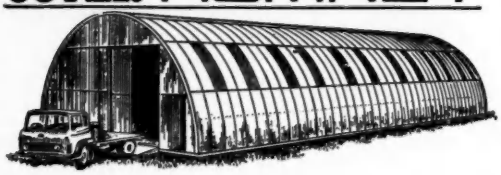

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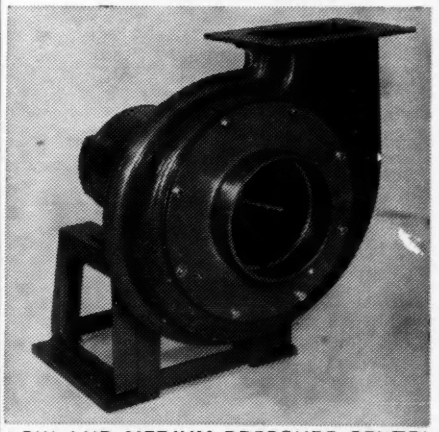

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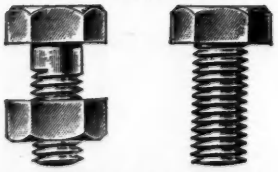

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